



TRINITY FOREST BREWING COMPANY

Job Description

We are hiring an **Account Manager** to help us grow and expand our craft brewery, Trinity Forest Brewing Company. This will be an hourly-plus-commission, part-time contract position to start, with potential to become a salaried, full-time position as the company grows. The brewery began distributing its lineup of beers, including our popular Blonde Ale and SMASH IPA, in late July of 2019. We now have over 50 active accounts and are looking to bring on a sales member to our team to help us secure more accounts and nurture existing accounts.

A little bit about our brewery and its mission:

The dream for Trinity Forest Brewing Company started over shared beers at the Whole Foods bar in Uptown. Over the next year, the team and vision truly formed into what it is today. We're excited to share our love for craft beer and the great outdoors with the Dallas community. If you're wondering where our name comes from, be sure to read up on The Great Trinity Forest because it's the driving force behind what we're doing here at the brewery.

Responsibilities include, but are not limited to:

- Increasing distribution and volume across key off-premise accounts
- Achieve sales performance measures and targets using brand priorities with wholesalers
- Make daily decisions regarding retail inventory levels using past sales history, sales data tools, and changes in climate, competitive activity and special promotional activities
- Utilize sales history, data tools, and competitive activity to manage territory and retailers
- Execute events and promotional activities (may include evenings and weekends)
- Ensure brands are performing at the top of class levels
- Establish and monitor quality control standards
- Improve velocity in accounts by building displays, driving distribution, resetting coolers, displaying POS items, educating retail employees, hand selling, sampling, securing features, and developing promotional programs
- Add value to all key accounts by offering creative, impactful support and by keeping the accounts informed about all upcoming items within the company
- Utilize and record daily tasks and activities within company CRM tool
- Review pricing and bring forward any competitive disadvantages or profit opportunities present in the market

Job Qualifications

- 1-3 years of experience in Distribution, Outside Sales, Food/Beverage or related industry
- In depth knowledge of craft beer industry and emerging trends
- Position requires time management and problem-solving abilities
- Must be self-motivated, have excellent written and verbal communication skills
- Conducts work in a sitting and standing position primarily; however, job requires walking, bending, stooping, and light lifting
- Job requires a valid driver's license and the ability to travel
- Candidates must have flexible schedule, ability to work some nights and weekends
- Candidates must have a fun and engaging personality to become a member of the Trinity Forest Brewing Company family!

If interested, please send your resume and an explanation as to why you would be a good fit for the role to careers@trinityforestbrewco.com.