1756 Lake Woodmoor Dr., Monument, CO 80132 • www.PikesPeakBrewing.com
719-208-4098

JOB ANNOUNCEMENT
7/1/2022

Position: Sales Manager
Closing Date: 7/15/2022
Start Date: Immediately
Position Type: Full Time, Salary + Commission
Pay Rate: $35,000 - $42,000 + Commission
Benefits: Paid time off, Holiday pay, cell phone, car allowance
Apply to: jobs@pikespeakbrewing.com

This person will be responsible for developing the market for the Pikes Peak Brewing Co. Duties will include: leading and coordinating functions to obtain sales, work with our distributor to secure new business accounts and service the needs of the existing accounts within Colorado. This position will report directly to the President.

Essential Duties and Responsibilities

- Direct sales campaigns in existing and new territories with Pikes Peak products visiting 8-10 customers or potential customers daily.
- Work closely with our distributor to build business in the territory.
- Schedule regular meetings with distributor reps.
- Primary focus of the position is account driven, on and off premise.
- Responsible for the planning, attending and executing of special events in the territory as needed.
- Facilitate product sales on selected items/brands within a pre-determined period.
- Familiarize established accounts and distributor reps with new products and developments.
- Develop new accounts through meeting with prospective new accounts.
- Plan, design, and conduct educational product presentations, such as, tastings to promote a new product or to present new promotional opportunities to customers.
- Manage and execute all administrative responsibilities in a timely manner (i.e. submission of distributor reports, weekly reporting as required by the Brewery, etc)
- Investigate customers' complaints to ensure resolution of product delivery and pricing accuracy.
- Responsible for timely response (within 24 hours) on all communications within the company or with outside business sources.

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- Remain knowledgeable on competitive products, promotional matters, sales techniques, pricing and marketing policies. Inform management of competitive activity and conditions that would affect company interests.
- Ensure all activities follow Colorado Liquor laws.
- Performs other duties as assigned.

Desired Minimum Qualifications

- Experience: 1-3 years selling for a wholesaler or supplier. Preferably in the Beverage Alcohol Market, but not essential.
- Qualified candidates must be familiar with all or some of the responsible territories.
- The successful candidate will be required to reside in the greater Colorado Springs area.
- Access to reliable transportation (i.e. car, van or truck) is essential. Employee must also have valid driver's license and appropriate levels of insurance coverage.
- Must be passionate about craft beer and over the age of 21.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is frequently required to sit; stand; walk; reach with hands and arms; climb or balance; stoop, kneel, crouch, or crawl; and talk or hear.

The employee must frequently lift and/or move up to 40 pounds, and be able to move kegs which weigh roughly 165 pounds.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The work environment will vary for this position given the nature of the job duties. Employee will most likely spend ample time in a car, their home and/or accounts. The noise levels will vary based on location. This position will also require flexible hours which will often include nights and weekends in a bar or festival atmosphere.