

GARRISON BREWING COMPANY

Position: TERRITORY SALES MANAGER, NOVA SCOTIA

Company Profile: Launched in 1997, Garrison Brewing celebrates 24 years as one of Atlantic Canada's leading craft brewers. Garrison has contributed to the growth of craft brewing throughout Atlantic Canada and distributes to most provinces across Canada. The company operates three breweries, two vibrant taprooms/retail stores and boasts some of the most popular brands in market. Garrison continually produces high quality craft beers while working with partners and community groups to improve the Seaport city we proudly call home!

Job Description: Based in Halifax and reporting to the Director of Sales, this F/T permanent position will be responsible for the support and retention of current on-premise licensees while developing new prospects and opportunities. You will also be responsible to call on NSLC stores to develop relationships and provide necessary information on our brands and in-store promotions. Within Garrison, you will work collaboratively with Sales team members as well as with other individuals and departments in achieving common goals. Overall, your focus will be in helping Garrison develop and maintain strong customer relationships and deliver top-notch service!

Responsibilities

- On-Premise
 - Provide current customers with friendly, helpful and professional service
 - Work with accounts to drive brand awareness, increased sales and community engagement through brand activations, promotions and staff tastings/education
 - Develop new accounts through prospecting and lead generation
 - Generate direct sales where appropriate
 - Occasional delivery and empty keg pickups as needed
- NSLC Corporate Stores
 - Develop relationships with key store personnel, provide brand education as necessary, and organize staff and consumer tastings
 - Ensure optimal brand merchandizing and inventory levels in-stores while providing feedback to our production & management team
- Administrative
 - Input daily reports via our CRM tool outlining calls, follow ups and results
 - Prompt return of emails/text messages/phone calls from customers
 - Occasional input of sales to the order desk
 - Assist with licensee forecasting and budgeting
 - Manage draught inventory and availability
 - Manage allocation of point-of-sale items & review inventory

General Skills

- you are passionate about craft beer, the hospitality industry, and Nova Scotia community
- you are confident and able to work both independently and collaboratively within a team
- you are organized, detailed and have effective time-management and planning skills
- you are driven to achieve both your individual goals and the overall goals of the company

- you are professional, friendly and your interpersonal and communication skills are strong
- you are a creative problem solver, flexible and able to work through challenges and changes
- you have 2+ years sales experience, ideally in the beverage alcohol or food industries
- you have a valid driver's license, clean abstract and clean criminal record

Why Garrison?

This is your chance to join a dynamic, passionate and professional team, all focussed on creating and selling premium craft beer to a growing customer base. Just a few of the extra perks include:

- competitive compensation and benefits package
- flexible work environment and hours
- use of company vehicle
- year end bonus
- weekly beer allowance and discount at our retail stores

At Garrison, we recognize the importance of a diverse and inclusive workplace. We encourage job applications with diverse backgrounds, and do not discriminate based on gender, religion, race, disability, sexual orientation, age, or any other status.

Please send your resume and cover letter to Meg Brennan, Director of Sales at mbrennan@garrisonbrewing.com. Only those selected to interview will be contacted. Cheers!