

Tennessee Brew Works is seeking a Sales Representative for the Knoxville, Tennessee market.

We are currently looking for an outgoing, energetic, craft beer enthusiast to join our team. Tennessee Brew Works is looking for a sales representative focused on growing our Knoxville business by developing sales in the Knoxville and surrounding market, and building a relationship with our distributor.

Account Expectations:

- *Act as the face of the brewery in the market by sharing Tennessee Brew Work's story, business philosophy and craft beer offerings.
- *Manage the growth and development of Tennessee Brew Works brands, while ensuring that brand integrity is never compromised and product is always up to standard.
- *Build strong partnerships with all accounts on- and off-premise to enhance sales, while contributing to the retailer's business growth as well.
- *Strive to make Tennessee Brew Works one of the top craft beers in terms of sales/distribution, displays & features, POS impact and amount of retail ad support.
- *Responsible for operating within budget boundaries.
- *Work to identify and execute local sponsorships, promotions, events and philanthropic opportunities.
- *Demonstrate competence with pricing, marketing programs, and trends of Tennessee Brew Works products.
- *Enter accurate, relevant account data into our sales data tracking system.
- *Ability to work flexible hours.

Distributor Expectations:

- *Serve as Tennessee Brew Works contact person on a daily level for all or part of a distributorship or group of distributors in an area.
- *Build strong partnerships with distributorship by adding more value than competitors through individual contributions as well as ethical and competent business practices.
- *Achieve recognition as one of the distributor's best supplier reps.
- *Work well with other sales people and key distributor managers and representatives.
- * Provide ongoing education to distributor on Tennessee Brew Works brands and releases.

JOB REQUIREMENTS:

- *2-3 years as a rising star in some type of sales, management or customer relations job.
- *Must have high aptitude for learning, self-motivation, strong aptitude as a people connector and must love, love, love good craft beer.
- *Experience or understanding of distributor workings and key account contacts are always a plus.
- *Requires basic computer competence in word, excel, and email.
- *Must be eager to learn, grow, manage challenging situations and to create fun.
- *Must be passionate about achieving goals!
- *Enjoy staying involved with other Tennessee Brew Works employees and being a team player!

Tennessee Brew Works is a craft brewery located in Nashville, Tennessee, and has been producing beer professionally since 2013.

Tennessee Brew Works is an equal opportunity employer and will not tolerate discrimination against any employee or applicant seeking employment on the basis of race, color, religion, creed, sex, national origin, age, disability, sexual orientation, marital status, public assistance status, veteran status, or any other characteristic protected by law.

Please submit your resume to careers@tnbrew.com.