



## **BOZEMAN BREWERY REPRESENTATIVE**

The Roadhouse brewery representative will be responsible for managing sales in Bozeman, MT and the surrounding area. This includes distributor relationships, retail growth and consumer education. This position is the champion of quality assurance in the marketplace and is responsible for interaction between the brewery and its MT on and off-premise markets. Customers and distributor agents should be approached regularly and with a personable, but highly-aggressive attitude.

**JOB ACCOUNTABILITIES:** The Brewery Representative will handle all reasonable and cost effective brand support needs as well as keeping accounts informed, updated and satisfied. Communication between MT distribution networks and customers is paramount. The Brewery Representative will manage and schedule sales efforts and support marketing operations.

**JOB EXPECTATIONS:** This position must possess the ability to achieve specific goals as provided by management, thorough understanding of beer styles and brand details and price points and deal levels. This position is responsible for setting up hand sales, tastings and ride alongs. The Brewery Representative will attend beer festivals, disseminate point of sales and interact directly with MT distributors, their agents and Roadhouse Brewing Company's on and off premise customers.

### **ESSENTIAL DUTIES:**

- Customer relationship building
- Distributor relationship building
- Following customer-service standards; resolving problems; identifying trends; determining system improvements; implementing change
- Developing field sales action plans
- Festival representation
- Defining competitor's share, and competitor's strengths and weaknesses

Roadhouse Brewing Company is an equal opportunity employer committed to hiring a diverse workforce and sustaining an inclusive culture. Roadhouse Brewing Company does not

discriminate based on disability, veteran status or any other basis protected under federal, state or local laws.

Roadhouse Brewing Company is a craft brewery operating in Jackson Hole, Wyoming. Our inspiration is derived from the ancient Belgium brewing techniques, as well as forward thinking American styles. We brew unusually complex beers that reveal themselves slowly and decisively.

Our DNA centers around our hometown, Jackson Hole. There's a common thread that binds us... a desire to satisfy our primal adventurous spirit. To seek, to explore, to find to engage. This is the ethos we bring to every beer we craft and every team member who joins us.

If you are interested in applying for the Bozeman Brewery Representative position at Roadhouse, please send us a cover letter explaining why you are interested and your resume.