

Ottawa Sales Representative
Bangarang Beverage Co

JOB POSTING NAME: Territory Sales Manager

JOB LOCATION: Ottawa/Kingston Market

COMPANY: Bangarang Beverage Company as part of Equals Brewing Co

POSTING TYPE: Full-Time

COMPANY DESCRIPTION: Bangarang Beverage Company launched in mid-2020 and has an amazing range of alcoholic hard seltzer beverages. The key to our success is through our people. We are looking for passionate, keen, invigorated members to join our team and become part of a vibrant and fun culture. As a small business, we look for great leaders in all areas who are ready to take charge and deliver results for the team.

Key Responsibilities Include:

- Achieve territory sales volume, revenue, and share growth targets
- Establish business relationships with customers; advise/provide recommendations regarding Bangarang products, promotions, and sales opportunities; and work with customer to develop account plans and priorities
- Work with Sales management and customers to develop spending budgets and set targets.
- Hold regular business reviews with customers to discuss product performance and adjust or revise programs or targets as required.
- Manage expenses within established budget and apply knowledge of the territory to identify opportunities and execute sales plans
- Coordinate and execute various Key Account and Marketing programs and provide feedback with regard to the design, implementation, and effectiveness of programs.
- Maintain merchandising standards and work to influence space allotments and product visibility/accessibility based on analysis of sales
- Maintain up-to-date customer information and sales data in customer relationship management software (CRM)
- Participate in team meetings and provide the Sales management team with detailed local market intelligence as required Remain apprised of industry trends and changes to the competitive environment
- Perform other related duties as required

Job Requirements:

- Minimum 3 years of sales experience in a consumer-packaged goods environment
- Post-secondary education in a related field
- Experience executing sales plans
- Proven ability to build strong working relationships, internal and external to the organization
- Effective communication, both written and verbal; strong presentation skills
- Computer skills with ability to use Microsoft Office and/or Google Docs
- Beverage alcohol industry experience is an asset
- Valid driver's license and clean driving record
- Acceptable criminal check
- Ability to demonstrate behaviours compatible with organizational values
- Smart Serve training considered an asset

Requirements

Ability to work full-time Monday - Friday. The nature of the role may require non-traditional hours at times

Bangarang Beverage Company is an equal opportunity employer. Each job posting and candidate selection process that Bangarang undertakes will consider all qualified applicants for employment within the brewery without regard to race, colour, religion, sex, national origin, age, disability, or any other legally protected factors. Bangarang will work with qualified applicants on accessibility accommodations during all levels of our internal recruitment process. Please notify Bangarang of any accessibility requirements in an email and our team will work alongside you to ensure your needs are met.

Please send your resume to **sales@drinkbangarang.com**