



## Santa Clara County Sales Rep

Oakland is and always has been a beer town; a place where hard-working people would gather together to enjoy locally brewed, fresh beer. As the local population grew during the Gold Rush and building of the Transcontinental Railway, Oakland was affectionately referred to as the “Milwaukee of the West” for its numerous neighborhood-based breweries. Oakland United Beerworks is a craft brewery in the heart of Oakland’s waterfront Jack London District and we are proud to continue the great beer brewing tradition in Oakland.

Founded in 2009 as Linden Street Brewery, we became the first community-based production brewery in Oakland since Golden West Brewery closed in the 1950s. In 2017, following the sale of our building on Linden Street to a new developer, we moved our operations to the waterfront Jack London District and rebranded as Oakland United Beerworks.

Under the stewardship of Head Brewer, Ian Powell, and with the support of a team of dedicated Oakland craft beer enthusiasts, Oakland United is proud to continue the great beer brewing tradition in Oakland.

### **Job Description and Requirements:**

The Santa Clara County Sales Rep will be responsible for securing and managing our accounts in the Santa Clara County area. This representative will help build our presence, brand awareness, and product representation at on and off-premise retail accounts, festivals, and events throughout the year.

You will proactively cultivate existing accounts by expanding relationships and maximizing business opportunities. In order to produce according to target monthly sales goals, you will also be required to open new accounts throughout your assigned territory. For all accounts, you will be required to assist when draft system troubleshooting is requested, collect outstanding invoice payments, and effectively communicate with accounts following sales to ensure proper in-store labeling and storage of products. You will be required to coordinate and execute tap-takeovers and in-store demonstrations for your various accounts.

### **Compensation and Benefits:**

Job Type: Full-time, exempt

Salary: \$28,000.00-\$33,000.00/year base salary plus 6% commission on all sales.

We are proud to be one of the few Bay Area breweries to offer health, dental and vision insurance compensation to its employees. We also offer a generous PTO allotment and allow employees to maintain flexible work schedules.

### **Required Skills and Abilities:**

- Excellent communication and interpersonal skills- required for interactions with customers, vendors, and coworkers.
- Good time management and leadership skills- you will be working independently and must be proactive to meet sales goals.
- Highly organized.
- Strong influencing skills and an understanding of marketplace trends.
- Ability to draft sales reports, which will include data required for brewhouse forecasting.



- Ability to complete some deliveries if an order is placed with minimal lead time or if the Delivery Driver is unable to fulfill deliveries.
- Excellent technological competence including familiarity with Microsoft Word, PowerPoint, Excel.
- Familiarity with Ekos is desirable.
- Ability to walk or stand for extended periods of time.
- Ability to lift up to 170lbs.
- Must be 21 years of age or older,
- Must have your own vehicle with a valid Driver's License, current insurance coverage, and a clean driving record.
- Must be willing and able to maintain flexible work schedules, including working on weekends or extended workdays, if necessary.
- Must be willing to submit to a background check. Any job offer will be contingent upon the results.

**Experience:**

- Craft Beer Sales - 1 year (Preferred)
- General Sales in the alcoholic beverage industry - 3 years (Preferred)
- Customer Service in the alcoholic beverage industry – at least 1 year

**Education:**

- Level 1 Cicerone, or other Beer Certification (Preferred)
- Basic understanding of beer styles, brewing practices, and trends.

**Work Location:**

- Santa Clara County- extensive travel within the Bay Area required.

*Please send all inquiries to [jobs@oaklandunitedbeerworks.com](mailto:jobs@oaklandunitedbeerworks.com)*

**Please submit a cover letter describing in detail why you think you would be a good fit for this position along with your resume. Only applications submitted with both documents will be considered. Thank you!**