



Position: Sales Scout

Department: Sales

Locations: Ottawa, Simcoe County, Muskoka

Term: Summer May to Aug (20 weeks)

Centered in the heart of Muskoka, Muskoka Brewery is a caring and open-minded Ontario Craft Brewery, recognized as Canada's top beer brands amongst our brewing industry. Our grassroots culture is inspired by the natural wonder that is our backyard. We have resolve; work hard and are unwavering in our beliefs. The connection to each other and to this place that we share has made us strong and determined. We are passionate about our beer and we will make our mark. We are Muskoka Brewery!

Reporting to Territory Managers, the Beer Scout Role is a 20 week program out in the field learning the ins and outs of the Craft Beer Industry and delivering the Muskoka Brewery experience! As the ambassador of incredible craft beer and a champion of freshness, the Sales Scout will facilitate great beer to mouth activation in various venues. The Sales Scout will spend most of their time and attention in the retail sales channels assisting the Territory Manager on the execution of targets and goals. This role is a hands-on experience networking through our communities, and an immersion into the sales, marketing and events environment of craft brewing.

What the role looks like:

- Training in Brewery operations, brewing, packaging and supply chain for clear picture of full cycle raw material to packaged goods
- Connecting with current On-Premise accounts to ensure the execution of branding, program execution, conduct samplings, staff & consumer beer knowledge, draft quality audits with guidance and training from Territory Manager and Sales team
- Execution on Retail (LCBO, TBS and Grocery) stock rotation, quality checks, pricing, branding, facing, brand blocking, display builds, out of stock replenishment
- Participate and support events both in and outside of the territory. Event participation includes the strong branding booth set-up, and excellence in execution to facilitate a great beer journey for consumer
- Promote and deliver the authentic Muskoka experience
- Identify key volume opportunities in both the retail and on-premise sales channels to TM
- Manage individual time and activities to maximize effectiveness in defined territory
- Collaborate with peers on the execution of various events

Qualifications:

- MUST BE pursuing a post-secondary education in a related field
- A minimum of 2 years experience in a customer service position
- A proven record of supporting and contributing to team environment and engaging all our communities
- Willing and available to work evenings, mornings, weekends and/or holidays as necessary to support sales activities



- Able to maintain your professionalism while working in an environment of entertainment and alcohol
- G Licence and a squeaky clean driving record – abstract required
- Smart Serve Certified
- Must have EXCEPTIONAL communication skills including the regular use of social media tools
- Passionate about working hard and join us in being unwavering in our beliefs. The connection that we feel to this place that we share has made us strong and determined.
- Competition strengthens your resolve to be a leader
- Has the ability to display and live the Muskoka culture in all our events
- Ability to venture off the beaten path naturally. Not afraid to be creative or forge new ways of doing things
- An Intrapreneur: We are looking for a team member that will own their role, eager to deliver results and uses the internal and external resources to learn and build on successes
- Having fun: Energetic, motivated, enthusiastic and diligent. We are not just making great beer, we are also having fun.
- Authentic and Caring: Down-to-earth communication skills with a genuine presence.
- Thirsty for Change and Innovation: Must be eager to learn and grow and drive for results creatively. We are a constantly evolving environment. We are always improving in a way that is uniquely Muskoka.
- You easily and quickly become 'a part of a team', have a welcoming personality and are driven by wanting to contribute to our success and service the various brewery teams

Application Process:

This position is now open for applications until January 25th, 2019. Kindly send the following information to **HR@Muskokabrewery.com**;

- Cover Letter
- Resume
- Essay
 - Describing our Values, why do you want to be a part of the Muskoka Brewery Team?

Our ideal candidate has a passion for our culture, thirsty to work in a fast paced and competitive market, knowledgeable about our brand and being a passionate active member of our team.

Please note due to the amount of applications only those shortlisted will be contacted.

Muskoka Brewery is an equal opportunity employer encouraging diversity in the workplace. All qualified applicants will receive consideration for employment without regard to race, color, national origin, gender (including pregnancy), age, religion, disability, sexual orientation, or veteran status, or any other status or characteristic protected by law. If you require assistance or a reasonable accommodation in completing the application materials or any aspect of the application process, please contact Human Resources

