Muskoka Brewery is actively seeking a Sales Representative for the territory:

The role of the Sales Representative requires an enthusiastic team player who has the drive to succeed and contribute to our next level of growth. This self-starter is a whiz at building collaborative long-term partnerships and understands how the job gets done is just as important as the results achieved. This is a great position for someone eager to develop their career in the industry. Report to the Director of Sales, the Sales Representative will be responsible for the execution of the territory sales plan, identifying new opportunities in all channels and increase Muskoka Brewery’s footprint in the designated Ontario region. Currently, the GTA Core territory resides the Toronto Core area which includes Yonge, Dufferin and Eglington.

**Accountabilities:**

- Work with Director of Sales to implement an aggressive territory sales plan to identify opportunities in the retail, on-premise, and home consumer sales channels.
- Build collaborative partnerships by delivering more value than the competition; superior customer service, responsiveness, promotional support, and true understanding of each channel’s business building opportunities.
- Drive territory growth by representing the Muskoka Brewery brands, heritage, culture, our commitment to quality beer and being the best in everything we do.
- Seek out opportunities to leverage marketing and brand building opportunities and cost-effectively manage customer relationships, budgets, and accounts receivable.
- Contribute to overall company drive for success and growth through sharing of sales wins and insights, marketing opportunities, customer feedback.
- Learn and share your knowledge with the team, actively participate in a variety of Brewery events and learning opportunities.

**Key Competencies:**

- You are Passionate: A strong passion for our great beer and the craft beer industry
- An Intrapreneur: We are looking for a team member that will own their territory, eager to drive results and uses the internal and external resources to learn and build on successes
- Solid Team player: although you work independently most of the time, we have a high successful and a strong team environment; we learn and collaborate with each other.
- Having fun: Energetic, motivated, enthusiastic and diligent. We are not just selling great beer, we are also having fun.
• Authentic and Caring: Down-to-earth communication skills with a genuine presence.
• Relationship Builder: Dedicated and focused on exceeding the expectations of our customers and consumers. Develop a strong connection with each contact point and our passion for our brands.
• Communicator: Develop and maintain open communication skills both within the team and externally. Efficient and knowledgeable in the use of computer and communication technologies.
• 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.

Education / Experience:
• Successful completion of a College or University degree in Business Administration with a specialization in Sales, Marketing, or a related field is an asset.
• Alcohol beverage selling experience direct to Hospitality industry preferred.
• Proving to be a rising star.
• Must have squeaky clean Ontario driver’s license

Working Conditions:
• Extensive field work with a home office base (vehicle/office tools provided).
• Occasional night/weekend work required
• Must reside in the territory or surrounding area

Our ideal candidate has a passion for our culture, our brand and being an active member of our team. Please note: 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.

We thank you for your interest.