



Modist Brewing Co.

Position:	ON/OFF PREMISE SALES REPRESENTATIVE
Reports To:	Sales and Marketing Director
Status:	Full Time / Exempt / Salary
Pay:	\$40K - \$45K Base Salary Plus Commission and Bonus* DOQ

MISSION:

At Modist, our aim is to modify beer and how it is perceived by defying rules and expectations. We push past traditional brewing by embracing creativity and unconstrained experimentation, taking an innovative approach to ingredients and techniques in order to harness raw inspiration and create a new beer experience.

JOB OVERVIEW:

A Modist Sales Rep will be charged with promoting and growing the Modist brand among accounts throughout their territory while maintaining outstanding customer service to our existing accounts.

GENERAL MODIST REQUIREMENTS:

Modist Brewing is an inclusive and safe community and expects all employees and prospective new hires to exhibit the following qualities:

- Treat every individual with respect and facilitate a safe and welcoming environment for all employees and customers
- Be responsible and self driven, conducting oneself with dignity, self respect, and motivation
- Be an ambassador for Modist, all Modist brands, and act as a steward for the Minnesota Brewing community
- Passion for beer and want to share that passion
- Courtesy and respect for employees, customers, and Modist policies and procedures



Modist Brewing Co.

KEY DUTIES & RESPONSIBILITIES:

- Grow the Modist account footprint in the assigned territory by creating strong partnerships and relationships with key staff members in a manner that is ethical and genuine to the brand
- Develop and add to existing sales plan for assigned sales territory / list of on-premise and off-premise accounts
- Develop and adhere to a consistent account visitation schedule - one that makes most efficient use of time and company resources
- Attend beer tastings and festivals as assigned by Sales and Marketing Director
- Execute Modist's commitment to improving accessibility of beer education by conducting account staff trainings and/or providing tours of our facility as needed (Quarterly or bi-quarterly open houses)
- Assist in the creation of sales volume projections by product with realistic goals in mind
- Serve as eyes and ears to the marketplace: communicate opportunities, issues and market intelligence with all appropriate internal and external stakeholders via written, verbal and electronic means
- Keep an up-to-date log of visited accounts, managers/beer buyers and any additional information relevant to each account
- Work with the Marketing team to develop sales materials (sell sheets, presentations) necessary to effectively communicate and sell Modist products
- Utilize software (VIP, Ekos, Slack, Google Drive) as required by manager and relevant SOP
- Assist with distribution of products in emergency situations according to the standards of procedures set by the company
- Process orders according to the standards of procedures set by the company

SKILLS REQUIRED:

- Experience, knowledge, and/or ability to learn simple technology platforms (spreadsheets, Google Suite, email, Slack, etc.)
- Excellent written and verbal communication skills
- Service industry experience (bartending/bar backing, liquor store/retail) is a plus
- Personality and drive to create relationships in the bar and restaurant industry
- Strong work ethic



Modist Brewing Co.

- Independent, trustworthy and responsible
- Valid driver license with a clean driving record
- Reliable transportation to visit accounts

WORK ENVIRONMENT:

- Able to work flexibly in multiple work environments including the Modist office, taproom, production brewery, off-site, and field locations
- Prioritizes safety and insists that team members follow safety protocols and best practices to ensure a safe work environment for all employees
- Able to visit multiple accounts each week and the flexibility to adjust field visits according to account requirements
- Driving between account locations

PHYSICAL REQUIREMENTS:

- Ability to lift and/or move up to 55 pounds safely and occasionally maneuver 165 lb. kegs. w/ help from a dolly
- Ability to sit and/or stand for up to 8 hours per day
- Ability to sit for long periods of time (driving) between account locations

BENEFITS:

- Federal mileage rate reimbursement
- Unlimited Paid Time Off (with manager approval)
- Health/Dental/Vision Insurance with 50% of premium covered by Modist
- 401k matching
- Mental Health Employee Assistance Program
- Short- and Long-Term Disability, Accidental Death & Dismemberment with 100% of premium covered by Modist
- SO MUCH BEER/THC/MERCH