



## Odell Field Sales Representative - Minnesota

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Odell Brewing Company, a family and co-worker owned craft brewery in Fort Collins, Colorado, is seeking an enthusiastic team member to represent our sales team in the Minnesota market.

### ABOUT ODELL BREWING

Since 1989, the culture of family and collaboration has thrived, fostering a brewery full of beer-centric people. It is this passion for beer that inspires Odell Brewing to create quality, hand-crafted and innovative brews. At Odell Brewing, we are committed to providing exceptional service to our customers while making positive contributions to our co-workers and community through our outreach and charitable giving programs. Odell Brewing was named the “Best Medium Sized Company to Work For” in Colorado in 2015, is the 34th largest craft brewery in the United States, and recently sold the majority of the company to its co-workers (now co-owners) in a combined management buyout and Employee Stock Ownership Program.

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### PRIMARY JOB RESPONSIBILITIES

- Work closely with our wholesale partners as a value added resource for Odell brands
- Introduce retailers to Odell beers in both on and off premise to build brand awareness and sales
- Develop relationships with market on and off premise retailers in 40 accounts per week
- Maintain Odell Brewing on and off premise standards within the entire account universe
- Complete necessary and required reports with timeliness and accuracy
- Implement all Sales and Marketing programs with wholesalers and retailers
- Perform 1 On-Premise Promotion per week
- Perform 1 Off-Premise Promotion/Tasting per week
- Work with Wholesaler Sales force 1-2 times per week
- Coordinate, negotiate and attend events and sponsorships affiliated with Odell Brewing brands including, but not limited to: account resets, tap takeovers, tastings, beer dinners and festivals
- Survey market upon request and analyze market trends, pricing, and competition
- Comply with all company policies and procedures ensuring that all activities are conducted with local, state and federal laws

\*The above noted job description is not intended to describe in detail the multitude of tasks that may be assigned but rather to give the applicant a general sense of the responsibilities and expectations of this position. As the nature of business demands change, the essential functions of this position may change as well.



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### DESIRED SKILLS/EXPERIENCE

- Enthusiastic and outgoing with a positive attitude toward the craft beer business
- At least 2-3 years of sales experience in the beer/beverage industry
- Strong understanding of 3-tier system and exposure to retail account marketing and management
- Excellent interpersonal and leadership skills including verbal and written communication to ensure clear and concise communication with management, co-workers and vendors/distributors
- Ability to complete tasks with limited direction and supervision
- Excellent interpersonal skills and ability to operate effectively in a collaborative team environment.
- Creative thinking and problem solving with the ability to develop and execute innovative strategies that increase sales and market share.
- Computer proficiency in Microsoft Office Excel, Word, and Power Point
- Ability to travel as required
- Willingness and ability to some evenings and weekends
- Valid driver's license and clean driving record
- Must be at least 21 years of age

### COMPENSATION

Odell Brewing offers a competitive compensation and benefit package including:

- Medical/Dental/Long Term Disability/Vision benefits
- Profit sharing
- 401(k) retirement plan with company match
- Paid Time Off
- Paid holidays
- Weekly beer allotment
- Employee Assistance Program
- Employee Stock Ownership Program

If you think you are the person we are looking for, we look forward to hearing from you.

Qualified and interested individuals, please submit application, resume, and cover letter to [jobs@odellbrewing.com](mailto:jobs@odellbrewing.com) with "**MN Field Sales Rep**" in the subject line by April 3, 2017.

Equal Opportunity Employer - Odell Brewing Company provides equal employment opportunities to all employees and applicants for employment without regard to race, age, creed, color, religion, national origin or ancestry, marital status, sex, disability, veteran status, genetic information, sexual orientation, gender identity or expression, or pregnancy.