



Job Title: Sales Representative - Southern Minnesota (Remote)

Primary Locations Served: Mankato, Rochester, Winona and Albert Lea

Reports To – Sales Manager

Lupulin Brewing Company is a busy and growing production brewery and taproom located in Big Lake, MN. We are a team of passionate beer lovers with the focus of making spectacular beer and sharing it with others. Lupulin Brewing Company's core principles include customer access, community involvement, and a little bit of idiocracy.

Job Description

This position as a Sales Representative (Remote) is primarily responsible for ensuring sales goals are met by increasing sales volume through sustainable growth in the Southern Minnesota region. The secondary responsibility of this position is delivering product (as needed) promptly to our customers in a professional and efficient manner.

Roles & Responsibilities

- Observe all state and federal laws for the sale, merchandising, and promotion of brewery products
- Achieve sales goals for revenue and volume growth
- Visit brewery accounts, tracking and monitoring sales growth
- Deliver quality craft beer in draught and package to assigned brewery accounts through different routes assigned by the Sales Manager via the box truck or cargo van
- Collect payments and complete any logs/reports related to payments as requested
- Load, unload, prepare, inspect and operate delivery vehicle(s)
- Ask for feedback and relay complaints/issues to sales manager to ensure timely resolution
- Rotate and track inventory, inspect dates, clean draught lines
- Participate in promotional sales and marketing events
- Follow DOT regulations and safety standards
- Willingness to help out with other tasks as needed

Preferred Qualifications and Experience

- 40-45+ hours per week, days/times may vary, primarily Monday - Friday with occasional weekends

- This position will be remote, however, will be expected to travel to Lupulin Brewing in Big Lake once weekly on average. A company vehicle will be provided.
- 2+ years sales experience in the beverage industry
- Must be 21+ years old
- High school diploma or equivalent
- Drivers License with clean motor vehicle record
- Demonstrated knowledge and love of craft beer, including the ability to speak with knowledge about beer styles and basic brewing processes
- Ability to operate a forklift, hand truck and pallet jack required
- Forklift certification preferred
- Excellent communication, time management and organizational skills
- Self motivated, able to perform tasks with minimal supervision
- Fun, positive attitude is a must

Working Conditions/Physical Requirements

- Ability to lift up to 170 lbs above knee height
- Ability to sit for extended periods of time
- Ability to bend, stoop, twist, lift repetitively
- Ability to operate a motor vehicle (van or cargo truck) in a variety of weather and traffic conditions

What to expect from this position

- Flexibility, based upon applicant availability, primarily weekday
- A fun, challenging, and highly rewarding work environment
- Involved on the ground floor of an exciting and growing brand/company with opportunity for advancement
- Benefit eligible position and company vehicle provided
- Beer/Taproom Discounts
- Valued, appreciated, and rewarded for your efforts and contributions