

Beer Slinger / Sales Assistant

Stillmank Brewing Company, Green Bay, WI



Part or Full Time

Job Summary

This is a hybrid position with some hours working as the initial contact for our customers in the taproom as a Beer Slinger. This job also includes hours available “in the field” working alongside our brand promoter to assist in sales efforts in both the on and off premise sales channels.

Essential Functions and Responsibilities

Beer Slinger:

- Provide exceptional service and perform in a professional manner at all times
- Greeting customer promptly and courteously, and anticipate guests needs
- Be fluent and efficient with our POS system
- Responsible for cash handling and reporting
- Maintain clean work areas, and follow daily side work and deep cleaning, according to Stillmank Brewing policy
- Sell and stock merchandise and “to-go” beer
- Change kegs as beers run out and remove empty kegs from cold room
- Maintain Stillmank Brewing Standards at all times
- Adhere to all applicable laws and regulations regarding the service of alcohol

Sales Assistant:

- Clearly communicate with supervisor (completed tasks, questions)
- Understand/execute proper placement and presentation of our products, POS and displays
- Basic knowledge of applicable local laws, retail standards and company procedures for product rotation
- Successfully increase sales and distribution of the brewery brands though on & off premise accounts.
- Maintain strong customer relationships through proactive communication.
- Must respond promptly to wholesaler and customers for service and needs, follow through on commitments and manage difficult customer situations always soliciting customer feedback to improve service.
- Communicate seasonal and special releases to retailer, changes or additions of brands and ensure they are executed in the market.
- Conducting tastings at both on and off premise retail establishments.
- Enthusiastically represent Stillmank Brewing brands at events, promotions and festivals that are often held on weekends.
- Complete and submit weekly sales reports to supervisor.

Qualifications/Skill sets

- Excellent oral and written communications skills – daily access to e-mail and cell phone
- Ability to carry (transport) inventory of marketing supplies, POS items and displays
- Must be able to physically lift at least 30 pounds
- Organized, self-disciplined, detail oriented & sociable
- Bachelor's degree preferred
- Two years of industry experience preferred
- Knowledgeable about craft beer and the 3-tier system
- Valid driver's license and a clean driving record
- Flexibility and willingness to occasionally work evenings and weekends
- Can-do attitude and ability to have fun at work!
- Must pass the Cicerone® Beer Servers exam before or within the first 30 days of hire

Compensation

- Hourly compensation will be competitive with industry / market rates and will be experience dependent.
- Mileage and phone use reimbursement
- Monthly beer / merchandise stipend available

Qualified applicants should upload résumé, cover letter, and compensation requirements highlighting your experience within the craft beer industry