

# **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 e-mail résumé, cover letter, and compensation requirements highlighting your experience within the craft beer industry to:  
info@stillmankbrewing.com**