



Job Description

Sales Manager

Dry Humor Cider Co.

Looking to launch your sales career in the alcohol industry? Enjoy talking with people about new products and brands and getting out of the office? Excited to grow with a company? If this is you then we'd love to hear from you as we have a great opportunity for a Sales Manager to join our growing hard cider company.

Location	Bellingham, WA based
Sales Territory	I-5 corridor Canadian Border to Tukwila
Position Type	Part-time (20 hrs / week to start)
Compensation	\$16 / hour + commission

The Sales Manager's primary role is maintaining and servicing existing accounts and establishing new ones. The position is largely independent, spending most of the time pioneering new leads, checking in on existing accounts, repping the brand, and fulfilling orders. The Sales Manager must be a self motivated individual, is an excellent communicator, problem solver, and has a sales driven mindset.

About Us:

Dry Humor Cider Co. was founded with the goal to produce simple, dry, damn good hard cider with a broad market appeal that counters consumer perceptions that hard cider is too sweet, too tart, or too expensive. As the product line grows it will adhere to these core brand tenets so every time a customer picks up a Dry Humor Cider they know it's going to be **"Simple. Dry. Damn Good."**

The brand image is laid back and playful and the company culture is "work hard, play hard". We prefer company meetings around the campfire or on the boat over the office whenever possible. Our passion for simplicity is applied to our business philosophy as well as our cider. We aim to keep a simple, consistent product line, managed by a lean team of hard working, process driven cider fans.

Experience Requirements

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- 1+ years of account management and/or sales experience
 - 1+ Bar/Brewing/Cider industry experience is a plus
 - A reliable vehicle
 - Valid driver's license, insurance, and clean driving record
 - Pass a criminal background check
 - MAST Permit (must be acquired within 10 days of 1st day of employment)
 - Ability to lift 60 lbs multiple times a day
 - Experience working in Google Suite, QuickBooks, POS Systems (preferably Square) a plus

Duties and Responsibilities

- Complete all scheduled and ad-hoc product deliveries in a timely and professional manner
- Maintain and grow current accounts with regular in person, text, and email communications
- Identify potential customers, deliver the sales pitch and the samples, close the account and get them setup in our systems.
- Develop and maintain an efficient sales and delivery schedule and process
- Keep Account and Sales CRM up to date
- Create and maintain invoicing in QuickBooks
- Collect and deliver checks to management in a timely and secure manner
- Collaborate regularly with Dry Humor Cider management
- Resolve customer issues independently
- Other duties as required including but not limited to warehouse inventory management

Job Skills/Traits

- Passion for sales and customer service
- Enjoys working independently
- Timely, reliable, punctual in all facets of business
- Flexible and adaptable
- Excited to be part of and grow with a startup
- Excellent written and verbal communication
- Enjoys drinking hard cider! Responsibly of course. :)