



JOB DESCRIPTION: BREWERY PROCESS SALES DIVISION

Job Title:	Technical Sales & Product Specialist	Location:	Northwest US/Canada US- AK, ID, MN, OR, WA, CANADA – AB, BC, SK, MN (*Sleeman Okanagan Spring, Molson Coors/AB-InBev Legacy Breweries Excluded.)
FLSA Classification:	Exempt	Reports to:	VP Brewing Process Sales

SUMMARY:

The Brewery Process Technical Sales & Product Specialist is responsible for value creation, by assisting the sales and leadership team in directly managing the brewery and distillery accounts in their assigned territory, by revenue generation and/or potential revenue enrichment. The employee is also considered to be a specialist in regards to the product line(s) assigned to them.

DUTIES AND RESPONSIBILITIES:

The following reflects management's definition of essential functions for this job but does not restrict the tasks that may be assigned. To perform this job successfully, an individual must have regular and reliable attendance and be able to perform each essential function from the list below satisfactorily. Management may assign or reassign duties and responsibilities to this job at any time due to reasonable accommodation or other reasons.

- Directly manage brewery and distillery accounts in assigned territory for revenue generation
- Assist company Sales Representatives in securing sales through technical support of assigned product line(s)
- Execute market sales strategies, find and present new value creation opportunities
- Create long-term relationships and foster the value-add distinctiveness of ATPGroup
- Maintain weekly reporting of sales activities in our CRM
- Review monthly and weekly sales reports with supervisor, identify trends and review target account plan
- Review assigned products inventory levels and makes recommendations for restock and market trends.
- Reviews assigned ongoing 36 month near term sales plan
- Provide assistance for strategy planning sessions with senior leadership
- Prepares and presents relevant seminars directly to clients
- Attend industry events and tradeshow to showcase our brands and services in a positive and professional manner
- Performs other duties as assigned

SUPERVISORY RESPONSIBILITIES: This position has no direct reports.

**TIME MANAGEMENT:**

- Client visits within defined territory: 80-90% (on average 50% travel out of residential state)
- Preparation and presentation of customer seminars and training: 10-20%

ABILITIES:

- Talk with others to convey information and ideas effectively.
- Listen and understand what others are communicating.
- Use good judgment when making decisions.
- Work independently and as a member of a team.
- Handle multiple projects, manage priorities, and meet deadlines.

SKILLS:

- Giving full attention to what other people are saying, taking the time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Talking to others to convey information effectively.
- Effectively managing one's own time.
- Understanding written sentences and paragraphs in work-related documents.
- Persuading others to change their minds or behavior.
- Actively looking for ways to help people.
- Strong interpersonal skills.
- Highly organized with an attention to detail and accuracy

QUALIFICATIONS:

- High school diploma or equivalent, college degree preferred. A degree or recognized certification from a brewing or distilling school or institution such as the IBD would be an asset. While technical knowledge would be an asset, it is not a requirement as a successful candidate will receive in-depth product training.
- Demonstrated involvement in Brewing, Malting and/or Distilling industries is preferred
- Minimum two years' experience in a sales capacity
- Current and valid Driver's License and automobile insurance meeting ATP's minimum standard requirements.
- Must be able to freely be able to travel to Canada

PHYSICAL REQUIREMENTS:

While performing the duties of this job, the employee is frequently required to do the following: Conveying information verbally and in writing. Entering data and retrieving data from a computer via keyboard is performed while sitting or standing for extended periods of time. While performing the duties of this job the employee is required to sit, stand, and walk; use finger, handle, or feel objects; reach with hands; talk and hear; climb or balance; stoop, kneel, crouch, and crawl. The employee must occasionally lift, carry, and/or move up to 40 pounds. Use of arms above the shoulder is sometimes required. Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.



WORKING CONDITIONS:

- The noise level in the work environment is typically loud. Brewery and packaging operations can be above 65 decibels. Hearing protection is required.
- Work may require occasional weekend and/or evening work.
- Frequent travel is required.

NOTES:

- Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.
- The employee is expected to adhere to all company policies.
- The above information is representative of the work performed in this position, however it is not all-inclusive. The omission of a specific duty or responsibility does not exclude it from the position if the work is similar or related to the essential duties and responsibilities.

INTERESTED? Please send your resume to: Chris Atkinson, Vice President of Brewing Process Sales, at catkinson@atpgroup.com.