



## **Job Posting: Sales Representative – Eastern WI**

### **Company Overview**

Third Space Brewing is an award-winning production craft brewery located in Milwaukee, Wisconsin. We are a rapidly-growing brewery with a passion for creating high-quality craft beer and a fun and welcoming “third space” for our customers (you have your home, you have your work, but everyone needs a third space). We have a tap room and beer garden on site in our 11,000 square foot brewing facility in the historic Menomonee River Valley. Third Space Brewing is currently served in accounts throughout Southern and Northeastern Wisconsin.

We strive to create a company culture and a brand that is fun, approachable, and team-oriented. We value impeccable customer service, hard work, integrity, and a devotion to creating and selling high-quality beer.

### **Position Overview**

We are looking for a hard-working person to join our team as a full-time sales representative in the Eastern, WI market. You will be joining the team as we launch our brand in a new and highly competitive craft beer market (Northeast Wisconsin), while also having responsibilities in our Home Market (Southeastern Wisconsin).

This is a full-time position that will require evening, weekend and sometimes holiday work. We are looking for someone who is passionate and knowledgeable about craft beer and who excels at connecting with people and building relationships. If you love craft beer, sales and working with people in a fun but hard-working environment, we'd love to hear from you.

### **Essential Job Functions**

- Identify, pursue, and secure new on-premise and off-premise accounts and opportunities for Third Space Brewing
- Build & maintain relationships with accounts, contacts, & distributor representatives
- Grow sales and increase brand awareness
- Arrange, attend, and manage on and offsite tastings, festivals, beer dinners, promotions, special events, etc.
- Assist in setting regular sales goals and creating target account lists

- Create and present monthly, and quarterly updates to our distributor partners
- Advise the Sales Manager & Leadership team of market trends and other insights from the street

### **Qualifications**

- Bachelor's Degree (Degree in marketing, sales, business or another relevant field preferred)
- At least 2 years beverage sales experience
- Valid driver's license, clean driving record, reliable car, and current car insurance
- Able to lift more than 40 lbs. and move kegs of 170 lbs. or more
- Residence in or willingness to relocate to the following areas in Wisconsin: the greater Fox Valley (i.e. Appleton, Neenah, Oshkosh), Brown, Ozaukee or Washington counties.

### **Key Competencies**

- Outstanding time management and organizational skills
- Self-motivated with the ability to stay on task and hit targets in an autonomous and often unstructured environment
- Basic computer skills (word, excel, PowerPoint, etc.)
- Enjoy meeting new people, building relationships and competitive sales
- Willing and able to work nights and weekends often

### **Job Conditions**

This position is an "Outside Sales" position, and the majority of your time will be spent in the trade at accounts, events, and at our wholesaler(s). The remainder of your working hours will be in the office planning your account calls and follow ups. There will be significant time driving between accounts and events. Many working hours will be at night and on the weekends.

### **Benefits**

- Base salary DOE, plus bonus/commission
- Access to company Health & Dental Insurance with employer contribution
- Access to company 401(k) plan with employer match
- Paid holidays
- Paid vacation
- Paid sick days
- Paid maternity/paternity leave

- Beer allocation
- Employee discounts
- Mileage and business expense reimbursement

### **How to Apply**

- Send current resume and cover letter explaining your qualifications for the position, relevant experience, and why you are a good fit for our team.
- Send applications to [paul@thirdspacebrewing.com](mailto:paul@thirdspacebrewing.com) or 1505 W. St. Paul Ave. Milwaukee, WI 53233.

### **At-Will Statement**

We look forward to developing our relationship with you and hope you view this opportunity as a chance to have a long-term positive impact on our business. Nonetheless, please understand that Third Space Brewing is an at-will employer. That means that either you or Third Space Brewing are free to end the employment relationship at any time, with or without notice or cause and nothing in this letter or Third Space Brewing policies or procedures, either now or in the future, are intended to change the at-will nature of our relationship.