



Job Title: Sales Director

Northern United Brewing Company, home of Jolly Pumpkin Artisan Ales, North Peak Brewing Company and Grizzly Peak Brewing Company is looking to hire a Director of Sales to oversee sales for all our amazing products.

We are a small but fast growing craft brewery located in the village of Dexter, Michigan. We are experiencing significant growth and anticipate this trend to continue. We are looking to add the right person to our leadership team to continue this momentum and help us solidify our longer term sales strategies. Most importantly we are looking for someone that can be an integral part of our team and help us build on our positive, fun and fulfilling work culture.



Position Responsibilities

- Support NUBC's culture and values
- Grow our beer brands profitability through a well planned and executed sales strategy
- Communicate to and work directly with the cross-functional NUBC management team
- Maintain and build on the existing sales strategy for the company
- Develop new strategies, tactics, and plans for future growth of the company's sales and distribution
- Develop annual and quarterly sales and distribution plans
- Develop and regularly produce sales reporting for the management team including forecasting, key performance indicators (KPIs) and strategic initiatives
- Nurture existing and build new wholesaler and retail account relationships
- Represent the company at various festivals, tastings, conferences, trade fairs, and other events around the country in a professional manner
- Build and lead the sales organization for the company
- Establish performance goals for the sales organization team and monitor their development
- Continuously analyze the overall sales organization for improvement
- Continuously motivate the sales team and inspire them to surpass the company's goals



Requirements

- Candidates must fit culturally into the company
- Candidates must be self-motivated and have strong leadership skills
- Candidates must be able to excel as a part of a team and contribute to the team in meaningful ways
- A four-year degree in business, marketing or similar area of study
- 3 – 5 years of successful sales and account management in craft beer
- Team management experience
- Excellent oral and written communication skills
- Considerable knowledge of the brewing industry and sales and marketing standards
- Outstanding organizational and time management skills are a must
- Basic understanding of the profit and loss financial statement
- The ideal candidate will have strong reporting and data analysis skills and be proficient in the use of MS Office software
- Must be headquartered in Dexter, MI
- Must have a clean driving record

Other Important Qualification Considerations

- +5 years of experience of high volume craft beer sales with significant year-over-year growth performance
- Experience building a sales organization to support multiple brands in multiple territories

We offer a competitive salary with health benefits.

Please send all resumes to artisanales@gmail.com Attn: Ron & Laurie Jeffries

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