



OPEN POSITION

Odell Brewing Company, a 26 year old craft brewery in Fort Collins, Colorado, is seeking a Brewery Representative to join our team in the Iowa and Nebraska Market's

**This position will report to our Upper Mid-West Regional Manager in Minnesota and will work closely with our Distributor partners in Nebraska and Iowa to grow Odell Brewing Company's presence in Iowa.*

PRIMARY JOB RESPONSIBILITIES:

Create and promote a brand building culture, both internally and externally, with accountability to deliver the plan through:

- Introducing retailers to our beers, including restaurants, bars, off-premise accounts and building sales volume
- Implementing all Sales and Marketing programs with retailers
- Perform 1 On-Premise / 1 Off- Premise Promotions per week
- Work with Distributor Sales force 1-2 times per week
- Manage festivals/events including set up, staffing, break down, cleaning of equipment, and recapping of the event
- Responsible for executing promotional events in the trade in the evenings and on weekends
- Perform market surveys in regards to competitive pricing, market share, etc.
- Achieve and maintain Odell Brewing standards within entire account universe

**The above noted job description is not intended to describe in detail, the multitude of tasks that may be assigned but rather to give the applicant a general sense of responsibilities and expectations of this position. As the nature of the business demands change, the essential functions of this position may change as well.*

DESIRED SKILLS/EXPERIENCE:

- Enthusiastic and outgoing with a positive attitude towards the craft beer business
- At least 2-3 years of sales experience in the Beer Beverage Industry and experience of Distributor trade practices
- Excellent interpersonal and Leadership skills including verbal and written communication to ensure clear and concise communication with management, co-workers and vendors/distributors
- Ability to complete tasks with limited direction and supervision
- Ability to speak in front of large groups
- Excellent interpersonal skills and ability to operate effectively in a collaborative Team environment
- Understanding of 3-tier system and exposure to retail account marketing and management (preferred)
- Computer proficiency in Microsoft Office Excel, Word and PowerPoint
- Familiar with VIP(Vermont Information Processing), both iDig and Karma (preferred)
- Ability to travel as required
- Must live in the Des Moines area
- Valid Driver's license and Clean Driving Record



OPEN POSITION

COMPENSATION:

Odell Brewing offers a competitive compensation and benefit package including:

- Health, dental, life and long term disability insurance
- Quarterly profit sharing
- 401k with a company match
- 14 days Paid Time Off for the first 2 years. Number of days increases with years of service
- Monthly Beer Allotment
- Employee Stock Ownership Program

If you think you are the person we are looking for, we cannot wait to hear from you!

Qualified and interested individuals, please submit resume and cover letter to jobs@odellbrewing.com with "**Iowa / Nebraska Sales Rep**" in the subject line by December 14, 2015.

Equal Opportunity Employer – Odell Brewing Company provides equal employment opportunities to all employees and applicants for employment without regard to race, age, creed, color, religion, national origin or ancestry, marital status, sex, gender, disability, veteran status, genetic information, sexual orientation, gender identity or expression, or pregnancy.