

Eugene/ Bend/ Southern Oregon Area Sales Professional (FT)



River Barrel Brewing Inc., dba. Buoy Beer Company is seeking a Sales Professional (FT) to cover Eugene, Bend, and Southern Oregon and to take ownership and pride in our craft beverages by spreading the love in these areas. We're a hardworking and growing operation and are looking for the right person to grow with us. This individual is passionate, innovative, and self-motivated with a business oriented and customer focused mindset.

Job Duties include (but not limited to):

- Build positive, trustworthy, lasting customer relationships
- Identify and seize customer business growth opportunities
- Build and grow a channel of selling opportunities to drive incremental sales above base business
- Execute monthly goals as related to business activities
- Develop, cultivate, and maintain strong relationships with key accounts, individual stores, and buyers
- Provide regular feedback to the Sales Director regarding opportunities, changes and competitive activity
- Follow and comply with all OR liquor laws, regulations, procedures & safety protocols
- Able to multitask and organize multiple sales calls in and around the Portland area
- Other duties as assigned

Job Requirements:

- This position is based in Eugene or Bend, OR, however travel will be necessary throughout the Eugene/ Bend areas, and Southern parts of Oregon
- 21+ with a clean driving record, valid driver's license and a reliable vehicle
- Two years or more Sales and/or (in-person) Customer Service experience

- Excellent interpersonal & communication skills
- Self-motivated and able to problem-solve, with minimal supervision
- Able to knowledgeable, clearly and enthusiastically promote our products to customers
- Strong computer skills and writing skills (MS Office, e-mail, etc.)
- Previous experience in the craft beer and spirits industry a plus
- Able to work a flexible schedule based on the needs of the company, including evenings and weekends
- Have or able to get OLCC Permit immediately upon hire
- Must be able to regularly lift and move kegs and cases (up to 160 lbs), stand and drive for long periods of time, bend, reach, and maneuver in small spaces
- Able to work indoors, outdoors in all types of weather conditions
- Take pride in our sustainable practices (recycling, waste reduction, etc.)
- Treat co-workers and customers with respect at all times
- Passionate about the craft beverage industry and our community!

Compensation:

- Competitive pay based on experience
- 100% employer-paid base health insurance with additional electives (includes Medical, Dental, and Vision – FSA available)
- Participation in the Company Retirement Plan, 401(k). with partial match
- Paid holidays, plus 80 PTO hours per year (pro-rated in the first year), which increases the longer you're with us
- Cellphone stipend
- Beer and food perks
- Access to our EAP and Financial Fitness tools

The Sales Professional will be part of the River Barrel Brewing/ Buoy Beer Sales team, with opportunity to learn and grow. You've got to be able to enjoy life with us, but also work hard in what has been a constantly evolving business. The brewery is in Astoria, Oregon, in the Columbia River (literally on a dock in the river) at the mouth of the Pacific Ocean.

River Barrel Brewing Inc. provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. Post-offer background check may be required.

Check out our social media (@buoybeer) and website (buoybeer.com) to find out a bit more about us. If you're interested to apply or learn more, please send your cover letter and resume in Word or PDF format to Jobs@buoybeer.com.