



## KONRAD BEVERAGE CO.

EXCEPTIONAL BEERS · FINE WINES · EXQUISITE SPIRITS

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### Sales Representative

#### Description

We are looking for a dynamic and self-motivated Sales Representative to join our sales team at Konrad Beverage. As a Sales Representative, you will be the frontline ambassador of our brands, driving growth and enhancing our presence in the market. This role involves building strong relationships with retailers, ensuring product placements, and promoting our premium beers to enhance sales.

#### Responsibilities

- Building and maintaining relationships with both existing and potential clients, including retailers, bar and restaurant owners, and other relevant businesses.
- Presenting and selling our extensive beer portfolio, utilizing product knowledge to promote our unique brand effectively.
- Developing sales strategies and setting targets to achieve revenue goals.
- Coordinating with the marketing team on the development of campaigns and promotional activities.
- Monitoring industry trends and competitor activities to identify opportunities and key issues.
- Ensuring proper product placement and visibility in stores and establishments.
- Conducting product tastings and staff training sessions to increase product awareness.
- Providing feedback and reporting sales trends to management.

#### Qualifications

- A minimum of 3 years of experience in sales, preferably in the beverage or hospitality industry.
- Proven track record of meeting or exceeding sales targets.
- Excellent interpersonal skills and the ability to build and maintain strong relationships.
- Strong presentation skills, with the ability to communicate effectively and persuasively.
- Knowledge of the beer industry and its retail landscape.
- Valid driver's license.
- Obtain NJ Solicitor's permit and pass drug screening.

#### Hiring organization

Konrad Beverage Company

#### Employment Type

Full-time

#### Job Location

1320 Hurffville Rd., 08096,  
Deptford, NJ

#### Date posted

July 27, 2023