

POSITION AVAILABLE – Hunterdon Distributors – Whitehouse Station, NJ

**Please submit your resume to John Matura by 2/6/2015
john@hunterdonbrewing.com**

TITLE: Sales Representative - Northwestern New Jersey
SUPERVISOR: Area Sales Manager

OBJECTIVE: To ensure the successful sale and distribution of Hunterdon products throughout the assigned territory. This individual will be responsible for developing new business at current no-buy accounts.

ESSENTIAL JOB FUNCTIONS:

- Develop and maintain effective customer relations and promote the good will of the company
- Ensure that all product is rotated and code policy is followed
- Successful sale, distribution and placement of all Hunterdon products
- Proper merchandising of accounts with permanent and paper POS
- Effective accounts receivable collections within corporate credit policy
- Conduct promotions in accounts on a regular basis or when required
- Develop a strategy to enable new placements in existing accounts
- Organize and execute floor displays and placement of window neon's and banners at all accounts
- Handle customer inquiries regarding credit, delivery, product information and other inquiries as they arise
- Execute monthly goals as related to business activities
- Maintain a regular schedule of weekly appointments with accounts in assigned area
- Other duties as assigned

ESSENTIAL JOB REQUIREMENTS:

- Bachelor's degree with an emphasis in marketing, sales and management
- Excellent oral and written communications skills
- Valid and clean driver's license
- Certified Beer Server
- Ability and willingness to work independently
- Rep must live in the territory

CRITICAL PHYSICAL DEMANDS:

- Two handed lifting, handling and carrying of cases from floor to overhead levels on a frequent basis
- Two handed lifting, handling, carrying half barrels and quarter barrels from floor to 48" on an occasional basis
- Pushing and pulling a hand truck and/or cart on level and inclined surfaces on a frequent basis
- Sustained squatting, kneeling, and/or bending while handling products

* This description is not intended as a written or implied contract and may be revised by the company at any time. Furthermore, no verbal contract by the supervisor or other company representative is binding and employment is at the will of the company.