

## **POSITION AVAILABLE – HUNTERDON DISTRIBUTORS- WHITEHOUSE STATION, NJ**

**Please submit your resume to Sean Dwyer by Friday, February 6, 2015**  
**sean@hunterdonbrewing.com**

**TITLE:** Business Development Representative – Bergen, Passaic, Union, Hudson, Essex Counties (NE New Jersey)  
**SUPERVISOR:** Area Sales Manager

### **ESSENTIAL JOB FUNCTIONS:**

- Develop new accounts, and new placements
- Identify and uncover leads for new accounts in the territory
- Follow through with prospective accounts from cold call to placement of first order
- Develop rapport with assigned customer base and promote the goodwill of the company
- Implement and execute successful sales and marketing strategies of the Company
- Assist in handling supplier relationships as required
- Successful sale, distribution, and placement of all products
- Execute monthly goals as related to business activities
- Special projects as assigned

### **EQUIPMENT USED TO PERFORM JOB:**

- Car or van
- Hand-held or personal computer
- Hand cart

### **CRITICAL PHYSICAL DEMANDS:**

- Use of hand and foot controls for driving
- Walking and climbing stairs
- Two handed lifting, handling and carrying of cases from floor to overhead levels on an occasional 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 an occasional basis
- Sufficient manual dexterity to operate business equipment including, but not limited to, computer, telephone, adding machine

### **ESSENTIAL JOB REQUIREMENTS:**

- Bachelor's degree with a preferred emphasis in business or marketing
- Must live inside of territory
- Direct experience in the beverage industry
- Knowledge of Hunterdon's beer portfolio
- Knowledge of legal requirements regarding the sale and delivery of alcoholic beverages
- Ability to work independently and on a team
- Excellent verbal and written communication skills
- Superior organizational skills with ability to prioritize, multi-task, and meet deadlines
- Knowledge of Microsoft Office Suite (Excel, Word, PowerPoint)
- Certified Beer Server
- Valid driver's license and safe driving record