Job Description:

Blind Tiger Brands is looking to employ highly motivated individuals capable of driving significant sales growth in our territories. As a Sales Representative, you are expected to take initiative in a fast pace, results oriented employment position, and need to be a self-starter. Our Sales team members are comfortable translating strategic objectives into boots-on-the-ground execution by conceptualizing what customers need & developing effective approach to satisfy the need.

Objective (How performance will be evaluated) :

Drive top-line sales by developing our brands in your territory.

Responsibilities:

-Employ strong sales techniques and excellent customer service to secure new POD's (points of distribution) & cultivate relationships. Strong communication skills required.
-Develop strong relationships with our on-and-off premise partners. Critical to help minimize OOS (out-of-stocks). If product isn't on a shelf, it can't sell.
-Utilize data to approach the market in an effective & efficient manner. Be able to identify opportunities and prioritize action items in order to maximize efforts.
-Execute store level sales responsibilities such as merchandising & marketing POS placement to maximize sales probability in POD's.
-Manage your market. Must have strong organization and preparation skills to "fish where the fish are" and maximize market coverage. Must have the mental bandwidth and capacity to manage a multitude of projects and initiatives at the same time.
-Execute creative sales tactics that will drive sales & show commitment to store managers. This includes but is not limited to store tastings, tap takeovers, event tasting, & special initiatives with local businesses. Liquid to lips is our secret for success.

Expectations

- You are expected to *do what it takes* to drive sales & develop business.
-Take ownership of your territory & invest yourself into your job. Passion drives success in this industry.
-Ideas are great, but it is execution that is rewarded. We are results oriented.
-Maintain a great attitude!
-"Get it done" mindset. No excuses or why nots, but rather how can I achieve this?
-Be a team player.
-Have a sense of urgency & be high-tempo.
-Internal ambition & drive. Must be a self-starter.

Compensation

-This company & position is for driven individuals. With a sales commission-based pay structure, compensation is highly dependent upon sales. The more you sell, the more you make.