

Sales Representative – Wilmington/ Southeastern, North Carolina Region

Flying Machine Brewing Company is seeking a Sales Representative for the Wilmington/Southeastern, North Carolina Region. Flying Machine Brewing Company is an independent craft brewery which opened in Fall 2018. The brewery is dedicated to brewing the highest quality of craft beer and aims to innovate and push boundaries in the industry. Flying Machine has a vibrant taproom space in Wilmington, a restaurant in Wrightsville Beach, and distributes beer throughout the states of North Carolina and South Carolina.

This is an opportunity to join the brewery's self-distribution team in its home market. Flying Machine is looking for exceptional candidates who share our appreciation for quality products and who are excited about bringing those products to the market.

Position Summary:

We're hiring a Sales Representative with previous experience in that position for a brewery and/or distributor. As the Wilmington sales representative, your primary responsibilities will include originating and maintaining relationships with on and off-premise accounts, increasing sales, and representing the Flying Machine brand and culture throughout the region.

Essential Job Duties and Responsibilities:

The responsibilities of this position include, but are not limited to, the following:

- Originate and pursue new on and off-premise accounts in market territory;
- Maintenance of these relationships through on-site visits, presentations of new offerings, and general wellness checks;
- Participate in local marketing within sales territory;
- Attend company meetings, occasional beer education with production staff, and general events;
- Assist with events in the market territory, including, but not limited to, festivals and charity events;
- Complete and maintain necessary and required administrative reporting and regulatory documentation;
- Participate in physical delivery of product when required;
- Work with management on sales goals, budgets, and overall wholesale strategy;
- Other duties assigned by management

Required Qualifications:

- Prior experience in a beer sales position for a brewery and/or distributor, preferably in region;
- Full and detailed knowledge and understanding of all Flying Machine beers, the local market, and the overall NC craft beer community;
- Strong oral and written communication skills so as to relay information effectively and efficiently;
- Strong organizational skills;
- Willingness to listen to accounts' needs, concerns, questions and to work to address these items efficiently and professionally;
- Valid Driver's License with a good driving record and ability to travel constantly across territory to accounts;
- Must reside in the designated territory.

How to Apply

To apply for this position, send a cover letter and resume to Grant Steadman at grant@flyingmachine.beer with "SALES REP" in the subject line. No phone calls or personal visits, please.

Compensation will be competitive (including a benefits package) and based on the qualifications and experience of the candidate.

Flying Machine Brewing Company is an Equal Opportunity Employer