



Title: Southwestern Ontario Sales Representative

Company: Whitewater Brewing Company

Location: Southwestern Ontario, Canada

Status: Full-Time

Reports to: Sales Manager

We're hiring a full-time sales representative in the Southwestern Ontario & Golden Horseshoe region. So, if you are an adaptable and personable performer with a passion for craft beer, submit your resume to join one of Ontario's fastest-growing craft breweries!

A day in the life:

As a sales representative, your primary objective is to increase and maintain sales in your territory through direct sales initiatives with our retail and on-premise customers. In addition, you'll also support the planning and executing of brand awareness activations such as festivals, field events, and tastings in the territory. This role is a full-time salaried position that also offers a competitive bonus structure and benefits.

About this team:

Our sales team is hardworking, engaged, and has a team-first attitude. Despite being separated by distance, we routinely meet for virtual tastings and share our successes and struggles. We're responsible for selling high-quality beer, managing vital relationships, and representing Whitewater's brands in the field.

Must Haves:

- Passion for craft beer and the craft beer industry
- Residence in in the Golden Horseshoe or between Guelph and London
- Desire to learn, grow, and take on increased responsibility
- Motivated self-starter that prioritizes being a team player
- Willingness to frequently travel within the territory and work evenings and weekends when required
- Strong written and verbal communication and organizational skills
- Driver's License with clean abstract and access to a reliable vehicle

Nice to haves:

- Experience selling in a B2B environment
- Experience in territory sales management

- Experience working in the alcohol industry

Who we are:

Whitewater Brewing Company was founded by three good friends on the banks of the Mighty Ottawa River. Since our inception, our goals as an organization have been to craft high-quality products and effect positive change in our community, for our environment and employees. Sustainability is at the core of our business. Our Lakeside Brewery and Brew Pub use renewable energy to brew beer, make meals, and even turn on the lights through our partnership with Bullfrog Power. We are committed to supporting our employees and the community at large. Fair wages, a casual work environment, a dedication to positive change, and a team-first attitude are some of the benefits of working for Whitewater Brewing Co.

If you are interested in this opportunity, please forward your resume to jobs@whitewaterbeer.ca. In addition, please include a brief cover letter explaining why you want to work in our industry and/or with Whitewater Brewing Co.

Whitewater Brewing Company would like to thank all applicants. However, only those who qualify for an interview will be contacted.

Whitewater Brewing Company is committed to creating a diverse environment and is proud to be an equal opportunity employer. We welcome and encourage applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.