



Drink Real Beer.

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JOB TITLE: TERRITORY MANAGER
DATE: October 25, 2009
CLOSES: November 25, 2009

Russell Brewing Company, a producer of fine ales and lagers in Western Canada is currently looking for dynamic individuals to join our growing sales team in the following territory: Lower Mainland.

If you are looking to build a career with the one of the province's fastest growing breweries, and you feel you have the right stuff to build your own territory please email your resume to cheers@russellbeer.com or fax it to 604-599-1048. We thank all those who apply; however only those selected for an interview will be contacted.

DESCRIPTION: Key Responsibilities include, but are not limited to:

- Achieve sales volume, distribution, merchandising and promotion targets for accounts within an established geographic territory
- Partner with members of the regional sales team to ensure exceptional service to accounts and development of regional sales opportunities
- Development and administration of budgets and sales policies specific to these accounts
- Provide input to Marketing Department with regard to design and implementation of branded promotions
- Hold regular Business Reviews with all accounts
- Review / analysis of monthly sales data for opportunities
- Co-ordinate and execute key account programs
- Support the regional sales team in the development and support of key community events

REQUIREMENTS:

- Minimum 2 years consumer packaged goods or beverage sales experience preferably in the retail and on premise channels
- Post-secondary degree or diploma in sales, marketing or related field
- Proven ability to meet or exceed sales objectives
- Proven passion for exceptional customer service
- Working knowledge of retail merchandising dynamics
- Strong analytical and planning skills
- Demonstrated financial management skills
- Strong presentation and public speaking skills
- Must be able to work some evenings and weekends
- Working comfort in Microsoft Office application
- Valid drivers license with clean driving record

ADDITIONAL ASSETS INCLUDE:

- Retail or Food and Beverage management experience
- Knowledge of Liquor regulations as they relate to British Columbia
- Proven networking contacts within the territory.