

June 1, 2016

PORTLAND KETTLE WORKS SALES EXPANSION MANAGER



The craft beer industry is booming, and Portland Kettle Works wants your sales expertise. We're expanding our awesome brand, and we need your help. Be the pioneer salesperson for PKW on the East Coast and deliver premium quality to a market that's bursting with opportunity.

What You'll Do:

Represent PKW in the untapped East Coast brewery market. You will aggressively seek out and develop a sales pipeline for the entire eastern United States, while providing reporting and feedback reasonably required to fully support your efforts. You will direct your focus on full brewery system sales, with a secondary aim of selling add-on equipment to existing breweries as they grow. Your problem-solving skills will be the foundation for delivering exceptional value and providing the highest level of service in the brewery manufacturing industry. Cultivating quality relationships with existing, new, and prospective PKW clients is what this career is all about.

Itching to travel? Great! This job is going to take you up and down the East Coast, and occasionally to the West Coast, as you meet with clients and provide essential technical support and installation assistance to your client base (so, living near a major airport is a must).

Our philosophy is that the sale is a fundamental part of a business relationship built to endure. You will be the primary contact for all communication between the client and production to ensure smooth relations from first contact through brewery commissioning and beyond. Get clients excited about the value of American service, partnerships, and real, high-quality MADE IN AMERICA products.

About You:

You have 2+ years experience in the beer industry, and a 4-year bachelor's degree in marketing or business. You have a natural talent for generating sales and problem solving, while assembling the best clients in the industry. You also, of course, love craft beer.

We are not seeking a farmer. You will be a hunter in a target-rich environment, ready to discern high-quality from low-value client leads. The product you are promoting is top of its class and entirely underrepresented on the East Coast. Your competitive spirit and self-starting attitude coupled with a desire to succeed and grow the business while working cooperatively within a team are all essential. A proven track record of growing sales while self-managing is key.

Who We Are:

Portland Kettle Works is a World-Class American brewery equipment manufacturer producing the highest-quality turnkey craft brewing systems in the industry. We love what we do and it shows in our work, which in turn makes our clients happy. More than 135 breweries around the world are already sporting our equipment, from small 5 barrel setups to large 30-barrel capacity breweries. It's only going to get better from here as we expand our focus to the entire East Coast, and we want you to lead the charge.

PKW has facilities in Portland, Oregon and Querétaro, Mexico. Check out portlandkettleworks.com to learn more—it's going to be a good ride.

Compensation:

Base salary with bonus. 401K match, health insurance package, ample vacation time, and a fantastic work environment with awesome people who love their craft. EOE.

Ready to Get Started?

Submit your winning cover letter and resume through our website at portlandkettleworks.com/open-positions. No phone calls, please.