



## Pilot House Distilling is Hiring a Sales Professional (Seattle, WA area)

Pilot House Distilling is a small craft distillery, established in 2013 with tasting rooms located in historic downtown Astoria, Cannon Beach and a Craft Cocktail Bar in North Portland. We offer hand crafted, award winning spirits and are proud to say we brought the first canned cocktail to market in Oregon.



Pilot House Distilling is seeking a Sales Professional to take ownership and pride in our craft spirits and spread the love in the Pacific NW, more specifically the Seattle area. We're a hardworking and growing operation and are looking for the right person to grow with us. This individual is passionate, innovative, and self-motivated with a business oriented and customer focused mindset.

### **Job Duties include:**

- Build positive, trustworthy, lasting customer relationships
- Identify and seize customer business growth opportunities
- Build and grow a channel of selling opportunities to drive incremental sales above base business
- Execute monthly goals as related to business activities
- Develop, cultivate, and maintain strong relationships with key accounts, individual stores, and buyers
- Leverage relationships to explore business opportunities
- Provide regular feedback to the Sales Director and PHD Team regarding opportunities, changes and competitive activity
- Perform product demonstrations, promos, events in retail locations and external events
- Follow and comply with all WA/ OR liquor laws, regulations, procedures & all safety protocols
- Other duties as assigned

### **Job Requirements:**

- Must be 21+
- This position is based in the Seattle, WA area, however travel will be necessary throughout the state and occasionally down to Oregon
- Clean driving record, appropriate levels of auto insurance for a reliable vehicle are necessary

- College degree and/or a minimum of 2 years of sales experience, preferably in the craft beverage industry
- Quick learner with attention for details
- Excellent interpersonal & communication skills
- Self-motivated, requiring minimal supervision
- Able to knowledgeable, clearly and enthusiastically promote our products to customers
- Strong computer and writing skills (Esp. Outlook, Teams, Excel and Adobe Acrobat)
- Able to work a flexible schedule based on the needs of the company, including some evenings and weekends
- Have or able to get MAST Permit immediately upon hire
- Must be able to regularly lift 35+ lbs., stand and sit/ drive for long periods of time, bend, reach, maneuver in small spaces
- Take pride in our sustainable practices (recycling, waste reduction, etc.)
- Treat co-workers and customers with respect at all times
- Passionate about your work, craft beverages, and our community

#### **Compensation:**

- Competitive pay based on experience with additional incentive opportunities (Base \$45-55k)
  - Participation in the 401k Plan with up to 2.5% company match\*
  - Company paid base healthcare coverage, including dental and vision, with upgrade options\*
  - 80 hrs of PTO (prorated for the 1<sup>st</sup> year), with annual increase\*
  - Eight Paid Holidays
  - Access to our FSA, Employee Assistance Program, and Financial Fitness tools
  - Monthly cell stipend\*
  - Beverage and merchandise perks
- \* Available the 1<sup>st</sup> of the month after 60 days of FT employment*

Pilot House Distilling provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. Post-offer background/ DMV check may be required.

Check out our social media (@pilotheadistilling) and websites ([www.pilotheadistilling.com](http://www.pilotheadistilling.com)) to find out a bit more about us.

If you're interested to apply or learn more, please send your **cover letter and resume** in Word or PDF format to [jobs@pilotheadistilling.com](mailto:jobs@pilotheadistilling.com). Please include which position you are applying for.