

Ursa Minor Brewing LLC

Job Title:	Delivery Merchandiser		
Department/Group:	Sales		
Location:	Ursa Minor Brewing	Travel Required:	Yes
Level/Salary Range:	\$18.50+ starting; depending on experience	Position Type:	Full-time or Part-time available
Background			
<p><i>Ursa Minor Brewing is a microbrewery located in the Lincoln Park Craft District of Duluth, MN. We love people, people love beer, and beer loves us.</i></p> <p><i>Our passion is “beer with purpose” and we brew innovative and authentic variety with an inclusive attitude.</i></p>		<p><i>Our mission at Ursa Minor Brewing is to unite people through incredible craft beer and give people genuine experiences, meaningful connections, and a chance to give back to the community around them.</i></p>	
Job Description			
<p>JOB PURPOSE</p> <p>As a key part of our business, our sales team blankets most of Minnesota and northern Wisconsin with our amazing beers and incredible service and hospitality. At the core of our sales philosophy, we aim to provide a quality entrance to our brand experience and ensure we are everywhere our customers need us.</p> <p>Our key relationships are craft centric bars and high-end restaurants, as well as visible, engaged, and curated liquor stores.</p> <p>We supplement those efforts with attendance at local festivals, account-driven events and promotions, and concerted effort towards account education and engagement.</p> <p>Our sales team stands at the center of these growth operations and constantly pushes our beer out to the best outlets in Northern Minnesota and Wisconsin.</p> <p>The number one priority of our Delivery Merchandisers is to facilitate completed sales and provide top level service to our accounts across our distribution territories.</p> <p>DUTIES AND RESPONSIBILITIES</p> <p>Execute Order Fulfillment</p> <ul style="list-style-type: none"> Fulfill orders made by customers Facilitate customer needs Protect product quality Utilize CRM and Ekos (ERP) Systems <p>Line Cleaning and Account Maintenance</p> <ul style="list-style-type: none"> Develop industry relationships Advance brand presence in marketplace Meet customer needs <p>Maintain On-site Logistics & Warehousing</p> <ul style="list-style-type: none"> Maintain clean, clear, and safe facility Order and arrange completed product for ease of delivery Ensure warehouse is maintained completely 			

QUALIFICATIONS AND EDUCATION REQUIREMENTS

Qualifications and Education Requirements

- Excellent attitude with positive outlook
- knowledge of and a passion for craft beer and the brewing industry
- skill in CRM (Customer Relationship Management) and Microsoft Systems
- knowledge of inventory management

Personal Competencies:

- problem-solving skills
- High aptitude for continual self-learning
- communication effectively with customers, management, and co-workers
- Remain calm under pressure or when dealing with difficult issues
- trusting team player
- Maintain strong relationship

Supervision

- Follows clear directions and adheres to schedule
- Uses independent action to meet customer needs on the fly
- Works well with team to accomplish goals

Hours, Travel, and Physical Requirements

- Must be 21 years old
- Work in a standing position for long periods of time
- Frequently lift up to 160 pounds
- Clean Motor Vehicles Registration (MVR)

COMPENSATION AND BENEFITS

- Competitive wages determined by experience:
- Paid time off
- 401K Retirement with up to 4% match
- Family leave
- Product Discounts

If Full-time

- QSEHRA: \$250/mo plus \$100/mo/dependent
- Dental & Life Insurance