



Inside Sales Rep

Join the team at Amsterdam Brewery, where we thrive on winning and enjoy making, selling and drinking a dam good beer! Located in Leaside Village, Amsterdam offers the best of both worlds: a growing medium sized company with a small craft beer vibe. We pride ourselves on hiring the best people, making the best beer and having some fun while we do all that! Amsterdam offers our customers award winning beers, seasonal adventure brews, full of flavor and innovation and well rounded, easy drinking beers – something for everyone! Why work at Amsterdam? Because every brewery has trucks, machines and capital, but our difference is the people that use them.

The Inside Sales Representative is responsible for providing support to the sales efforts through On Premise (bar) channels.

Duties & Responsibilities:

- Outbound phone calls to solicit existing customer base
- Inbound order processing
- Provide Account Management duties with specific customer base
- Provide routine follow ups
- Ensure 100% customer contact or as required on a weekly basis
- Provide insight on customer needs
- Ability to discuss financial obligations with customers
- Be knowledgeable about ABC brands and ideally craft beer
- Intrinsic sales mindset.
- Maintain clean and organized work space
- Participate in sales team meetings and take responsibility for sales improvement initiatives and other assigned action items i.e. distribution routing
- Identify areas of improvement and efficiency in the Customer Service Dept.
- Identify escalation or up-sell opportunities

Qualification:

- High school diploma with 1-2 years of experience in Customer Service
- Good attitude, eagerness to learn
- Organized, and ambitious
- Strong computer skills in MS Office, Outlook and Excel
- Previous experience with CRM software is an asset
- Exceptional customer service skills

Qualified applicants should send their resumes to insidesales@amsterdambeer.com

We thank all applicants for their interest, however only qualified applicants will be contacted for further information.

