



**Position:** Market Development Specialist (Full-time)

**Location:** Rock Springs, WY

**Pay:** Depends on Experience

**Benefits:** Benefits include 401K, profit sharing, medical insurance, paid time off, paid training, set Monday-Friday work schedule, discounted products and the opportunity to participate in company and community events.

**Job Description:**

Western Wyoming Beverages is seeking a full-time Market Development Specialist/Team Lead. The Market Development Specialist will serve as an Assistant Manager to either Western Wyoming Beverage's Director of Beer Sales or Director of Soda Sales. Responsibilities will be assigned by the corresponding manager including directly overseeing specific areas such as WWB's Vending, Foodservice, on premise, special event and industry businesses. The market manager is responsible for developing and implementing solutions to grow our business and supervising salesman. The position is responsible for identifying and soliciting new business and growing existing business. The Market Development Specialist is responsible for serving as a secondary supervisor to the WWB Soda and Beer Sales Team. The Market Development Specialist will assist the Director of Beer Sales and/or Director of Soda Sales as needed to work with accounts and ensure execution in the market. The Market Development Specialist is responsible for serving as a second relief for presales when the Sales and Marketing Assistant is either filling another route or otherwise unavailable. This position is responsible for working across company lines to grow WWB's business, including working closely with WWB's Service and Operations departments. This position will operate approximately 30-40% in the office and 60-70% in the field.

Attention to detail, organization and self-motivation are all necessary characteristics for the position. This position will require a strong, sales oriented and sales aggressive personality. The ideal candidate will possess excellent computer and customer service skills, be extremely dependable, work well as part of a team and have the desire to go beyond the job description to develop and implement strategies to improve our business.

**Desired Qualifications:**

A Bachelor's degree in Business Administration, Management, Marketing or Communication is required or a combination of relevant experience and education with a minimum of 2-5 years of sales experience.

**About Western Wyoming Beverages:**

Western Wyoming Beverages is a family owned and operated company operating in Southwest Wyoming. Western Wyoming Beverages distributes beverage products from national brands including Pepsi and Budweiser. In the company's 40+ year history, Western Wyoming Beverages has built a reputation for its reliable service and friendly staff. WWB services Rock Springs, Jackson, Evanston, Kemmerer, Pinedale, Wamsutter, Big Piney, Mt. View and Lyman.

**How to Apply:**

Interested candidates should submit a cover letter, resume, and application to [HR@wwbev.com](mailto:HR@wwbev.com).

\* Western Wyoming Beverages is an Equal Opportunity Employer. This company does not and will not discriminate in employment and personnel practices on the basis of race, sex, age, handicap, religion, national origin or any other basis prohibited by applicable law.