



**Position:** Western Wyoming Beverages Sales Tech Position

**Location:** Rock Springs, WY

**Pay:** Depends on Experience

**Benefits:** Benefits include 401K, profit sharing, medical insurance, and paid time off, paid training, weekly free case, and the opportunity to participate in company and community events.

**Job Description:**

Western Wyoming Beverages is seeking a full-time sales tech, based in our Rock Springs location. This position is responsible for stocking and ordering WWB products in one large format location, several small c-stores and restaurants within Rock Springs and the surrounding areas. The sales tech will be the primary contact for the accounts on the route and is responsible for all sales, stocking, product rotation, and marketing execution based on the direction of the Account Manager. The position requires regular and repetitive lifting of products weighing up to 75 pounds and frequent use of pallet jacks to move products within a store. This position requires a highly dependable self-motivated person. The ideal candidate will have strong customer relationships skills along with the ability to communicate with their supervisor. The candidate must possess a driver's license.

As a Sales Tech at WWB, you are responsible for:

- Understanding and implementing changing priorities across both beer and soda divisions.
- Understand sales route across beer and soda divisions
- Positively influence the growth and development of sales and market share within the assigned route.
- Establishing and maintaining good business relations with customers and store / chain managers.
- Maintain and manage existing space while aggressively pursuing promotional space and permanent space within account base.

**Qualifications**

- Required:
  - Must be detail orientated, organized, and professional
  - Self-starter with ability to work independently with results driven focus on program objectives.
  - Aggressive mindset that encourages growth versus status quo
  - Excellent presentation and communication skills
- Preferred:
  - Associates or Bachelor's Degree in Marketing, Management or Business Administration or equivalent combination of education and experience.
  - Sales experience with a record of growing sales
  - Beverage industry knowledge
  - Financially literate, with the ability to understand revenue and expenses and how that knowledge is used to enhance profitability.

\* 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.

**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 and Resume and non-DOT Application to [HR@wwbev.com](mailto:HR@wwbev.com) or in person at the HR office.

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