

# NOMADIC BEERS

## SALES HERSIR\*

\*Old Norse for leader or chief, but you knew that 😊

Role based in Leeds, full-time, starting from £23k pa plus commission



### We are growing our tribe!

Nomadic Beers was established in January 2017, with “Gaffa” Katie and “Head Brewer” Ross beginning their venture in the small brewery situated in the cellar of the Fox & Newt pub on Burley Road in Leeds. It has been the breeding ground for many of the region’s best breweries and brewers!

After 18 months, we outgrew this home and moved to larger premises in Sheepscar, Leeds (just a few minutes away from Leeds City Centre). Now, we are operating a 13HL brew kit with growth potential, with sales to trade and consumer, plus a weekly taproom on-site too. The brewery is currently cask-focused, with some keg and small pack. We are known for high quality beers such as core range drinks Pale, Strider and Bandit, plus we make some pretty awesome specials, especially our stouts.

Our business growth now sees Nomadic needing to expand the team and we are looking for an experienced brewery salesperson to join the tribe as our Sales Hersir! This role will have a big impact on how Nomadic Beers progresses, and we would strongly welcome people who want to grow alongside us into the future.

The brewery ethos is everyone is welcome, and this goes with our jobs too. We are an equal opportunities employer.

### A Sales Hersir?

Yes! A leader, someone with experience who can drive our sales forward in this new full-time role. We’ll be honest, sales aren’t exactly a strength of either Katie or Ross and we feel someone with specialist skills would be a great addition to the team.

The successful candidate will be fully accountable for B2B on and off trade and will have freedom (but still reporting to “Gaffa” Katie) to define and implement our sales strategy with input into product development.

### Role Responsibilities

- Developing new and existing customer relationships, with the main aim to increase sales both locally and further afield
- Field, office, and home working, with face-to-face, phone and online contact with customers
- Work with Head Brewer Ross on maintaining stock levels, with the ability to input into our brewing schedule, not just when but also what we are brewing too
- Sending a regular B2B product availability email
- Order processing, invoices, and delivery notes
- Develop our customer contact database
- Work with our B2B customers to encourage them to use Nomadic for Meet the Brewer, Tap Takeover or Beer Festival type events.

- Working with our Social Media team to create content and keep our fans up to date
- Team player, helping out with other tasks as needed

### **About you**

- Minimum of 2 years' experience within a brewery sales or account management role
- A passion for great beer
- Strong personality with excellent customer service and communication skills
- Understanding of on-trade customers, their bar margins and which of our products would work best for them
- A pro-active innovator who is good at using their initiative
- Competence and willingness to use technology, from traditional productivity packages like Microsoft Office, to workflow tools like Trello
- Highly organised with attention to detail
- Willingness to occasionally work outside of the "9 to 5" when duty calls (we will of course compensate any out of normal hours working with flexitime or other, as appropriate)
- Proof that you have the right to work in the UK

### **What you will get in return**

- Base salary from £23k plus commission (based on sales)
- Annual bonus scheme aligned to company profits
- Fuel allowance (having your own vehicle is desirable)
- Mobile phone allowance
- Flexible hours (this is a full-time position)
- Staff socials
- Learning about various conspiracy theories from Head Brewer Ross.
- Beer!

**Location:** Leeds, West Yorkshire

To apply for this job please send your CV and a covering letter. In your cover letter, please include why you think you would be a good fit for this role, what relevant experience you have and who your favourite Viking is and why. Please also include two reference contacts.

Email Gaffa Katie at [info@nomadicbeers.co.uk](mailto:info@nomadicbeers.co.uk)

Oooh look, we have got some space left at the bottom of this page, so please enjoy this lovely picture of GeeGee, our delivery van.

