

Event Sales Team

ABOUT THE COMPANY:

Fire Brew is a one-of-a-kind, premium line of apple cider vinegar health tonics that heal, restore, and strengthen the body using all-natural, “whole food” ingredients. All of our ingredients are natural, nutrient-dense and have a functional purpose but the ultimate power behind our product is the profound visceral experience it imparts. Ultimately, our mission is to 'wake up' this nearly dormant category by creating health tonics and wellness boosters, from the plants on the earth, in a way that is fresh, modern, and approachable and excites consumers to engage with their health like they've never done before.

JOB DESCRIPTION:

We are looking for several personable, enthusiastic people with a passion for food, health, and wellness to conduct in-person sales in a variety of settings.

Settings include:

- Demonstrations in New Seasons Market, Market of Choice, Chuck's Produce, and other specialty markets in the Portland and surrounding area.
- Farmers Markets, typically held Saturdays and some Sundays, March – October.
- Street Fairs, typically whole day events held in the Portland area.
- Pop Up Events, at gyms, coworking spaces, restaurants, and more.
- Night Markets in Portland and Vancouver, WA, typically held on Friday nights.
- Gift, craft, and holiday shows/events throughout the year, which may be multiple days and may involve occasional travel (if interested).

We are looking for people willing to work mostly weekends and weeknights with a flexible schedule.

APPLICABLE LOCATIONS:

- Portland, OR
- Vancouver, WA
- Seattle, WA

QUALIFICATIONS INCLUDE:

- A love of natural products and good health
- Enjoy engaging with customers
- Excellent presentation skills and an eye for detail
- Must be a self-starter who is able to work independently
- Must have own reliable transportation (need to transport product, market kit, and 10x10 tent)
- Job involves lifting up to 30 pounds
- Job involves standing for three to eight hours
- Must be responsible, reliable, and trustworthy
- Collegial and able to work with the team remotely
- Excited to be part of the Fire Brew Crew selling healthy and delicious tonics
- Must have or be willing to get an Oregon Food Handler Certificate
- Knowledge of food handling preferable
- Experience in event marketing, demonstrations, or sales desirable but not mandatory

- Natural wellness knowledge a bonus (helpful when talking w/ customers)

DUTIES INCLUDE:

- Attending initial training or team meeting, as well as shadowing a current employee at two or more events.
- Learning about the product in detail so as to be able to explain health benefits of specific blends to customers and aid in purchasing choices while enthusiastically selling Fire Brew.
- Setting up and breaking down work area within a store, market, or indoor event space — table, banner, tent, product, etc.
- Sampling Fire Brew to customers at events, demonstrations, etc.
- Effectively interfacing and communicating with store personnel, event staff, and costumers.
- Making cash and credit card transactions efficiently and accurately
- Reporting sales, inventory, paperwork and demo log in a timely manner (HR paperwork, expense reports, sales log, etc.).
- Reliably making and monitoring sales via Square card reader and cash sales, and properly reporting reasons for discrepancies if/when they occur.

WHAT YOU WILL GAIN:

- Sales and marketing experience
- Customer service experience
- Knowledge of a food start-up and the consumer-packaged goods industry
- Being part of the Fire Brew team
- New and exciting ways to change the way you look at health
- Opportunities for growth within Fire Brew company

COMPENSATION:

- \$13.50 per hour + mileage when out of state travel is involved

HOW TO APPLY:

- Send your resume to ashley@drinkfirebrew.com