



## **HAMMERTON BREWERY is hiring a HEAD OF SALES**

Hammerton Brewery, founded in 2014, is an independent multicultural and multi-award-winning brewery microbrewery based in Islington. The brewery has developed a strong portfolio of small batch beers such as Crunch, City of Cake, Panama Creature and N7 as well as many other experimental small batch beers.

As the pub industry recovers and comes out of the pandemic, we are looking for a Head of Sales. This is a Senior Role and sits within the Senior Management Team and reports directly to the Managing Director and Founder.

### **Summary of key responsibilities:**

Identifying and developing new sales opportunities via on-trade, off-trade and direct sales channels in the UK and overseas.

- Deliver sales targets and create sales targets for the sales team
- Create strategies to develop new business accounts and maintain the existing relationships with current customers.
- Oversee Sales Revenue of the two business units (Taproom & Pub)
- Responsibility for Multiple Pub Groups, wholesalers & distributors, national restaurant, online and grocery accounts, and export customers
- Management of the sales team, helping to achieve and exceeding their sales targets
- Lead and motivate the sales team.
- Responsible to manage Pub Groups, wholesalers & distributors, national restaurant, online and grocery accounts, and export customers
- Develop strategy and manage the budget of new fixed lines.
- Meet regularly with Directors to plan sales strategy.

### ***Job Requirements:***

- Managerial sales experience of a minimum of 2 years.
- Someone who is passionate and enthusiastic about craft beer and wants to become part of our small but growing team.
- Proven Experience of developing and implementing a sales growth strategy
- Business acumen, strong analytical and financial/commercial skills.
- Solid understanding of the beer business across the Off and On Trade.
- Be self-motivated, team player but also able to work independently.
- Have excellent verbal communication, time management & interpersonal skills.

**Benefits:**

- Very Competitive Salary plus bonus
- 28 days holiday per year.
- 50% discount on all Hammerton beer and products
- Ability to grow with the business.
- Mobile Telephone
- Laptop
- Travel expenses

This is a full time role and based in Islington, London.

All applications will be dealt with in the strictest confidence, to be considered for this position, please email your CV and covering letter to Karina at [info@hammertonbrewery.co.uk](mailto:info@hammertonbrewery.co.uk).

Due to the high volumes of responses to online advertisements, regrettably we are only able to acknowledge successful applications.