



PRINCE EDWARD ISLAND  
**BREWING CO.**



**JOB OPPORTUNITY**

# NOVA SCOTIA TERRITORY MANAGER

**“I HAVE THE BEST  
JOB IN THE WORLD.  
IT’S CRAFT BEER AND  
IT’S GREAT BEER.”**

#### **THE OPPORTUNITY**

The Prince Edward Island Brewing Company, founded in 1997 in the province's capital, Charlottetown, is currently seeking a Nova Scotia Territory Manager to join our sales team and fast growing operation.

#### **THE SCOPE**

The Nova Scotia Territory Manager, will work with the PEIBC Regional Sales Manager to grow the presence and distribution of our great beer within the province of Nova Scotia, representing our brewery with pride and passion.

#### **WHAT YOU WILL BE RESPONSIBLE FOR...**

- Creating and establishing strong relationships with retailers and licensee accounts
- Grow PEIBC/Gahan brand awareness and distribution through new account and existing business within Nova Scotia
- Execute sales strategies, and assist with promotional calendar to drive sales and distribution
- Connecting PEIBC with industry trends and new account opportunities within Nova Scotia
- Participate in regular sales meetings, and communicate regular relevant information regarding accounts, products, opportunities, etc. to Regional Sales Manager

#### **WHAT YOU WILL NEED TO BE...**

- Motivated self-starters with a strong work ethic and desire to meet and exceed target projections, ability to manage-self
- Passionate about craft beer and the craft beer industry
- A competitive people person who likes to win!
- Excellent organizational and time management skills

#### **WHAT YOU WILL NEED TO POSSES...**

- A minimum of 2+ years' experience working in a sales representative position. (Experience working directly in the beer and liquor industry is considered a strong asset.)
- A strong interest in the craft beer industry, knowledge of beer, beer products, industry trends and beer styles
- Ability to problem solve and work independently
- Ability to regularly move and lift 60LB kegs

## **THE REWARDS**

- Competitive salary
- Health & Dental coverage
- Meals, vehicle and fuel perks
- Professional development opportunities and seminars

FOR MORE INFORMATION, VISIT **PEIBREWINGCOMPANY.COM** OR **MHGPEI.COM**  
APPLY DIRECTLY TO OUR HUMAN RESOURCE TEAM AT [careers@mhgpei.com](mailto:careers@mhgpei.com)

