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**Bold Rock Partners LP**

**1020 Rockfish Valley Highway**

**Nellysford, VA 22958**

**(434)-361-1030**

**Bold Rock Partners LP**

**72 School House Road**

**Mills River, NC 28759**

**(828)-595-9940**

Northern VA Sales Rep

Bold Rock knows that bringing joy to people is what matters. We bring employees, customers, retailers, and distributors together, engaging them in a way that makes them realize that they are significant and a part of something that matters.

The story of Bold Rock Hard Cider starts with an unlikely partnership between two guys from different sides of the world. These two salt-of-the-earth characters founded Bold Rock in June of 2012. Since that time, Bold Rock has become the nation’s largest independently-owned cider company.

At Bold Rock, we pride ourselves on producing the highest quality hard cider the market has to offer. To make that happen, we need the highest quality people.

What are we looking for?

* Hard-working, self-motivated passionate individuals
* Team-based mindset
* Can-do attitude
* Fast paced work ability….but we still have fun!

What do we believe in?

* Quality ingredients sourced locally
* Family (we are all part of the Bold Rock Family!)
* Team-driven culture and mindset
* Open communication

Primary Purpose

Sell/Distribute product into retail on/off premise accts. Cold Call accts where sales can be maximized. Active in the market, work w various sales team. Seek out/maximize opportunities to promote brand. Set up & deliver tastings/pint nights/features.

* Works with distributor sales reps
* Works samplings and festivals (nights and weekends)

Distributor Support

* Establish relationships with distributor sales reps
* Attend distributor sales meetings
* Plan and execute promotions

Retail Support

* Build relationships with Key Account Managers, Buyers and Category Supervisors
* Plan and execute in-store and in-bar promotions

Necessary qualities and credentials:

* Exceptional interpersonal skills
* Ability to establish and maintain strong relationships with colleagues and distributors
* Flexibility and ability to work on a changing schedule
* Ability to multitask in a fast-paced environment
* Collaboration and cooperation
* Ability to work with minimum supervision
* Exceptional time-management
* Capable of keeping accurate records
* Ability to read, understand and present sales reports

\*Proficiency in Microsoft Office

We are looking for a candidate who is professional at all times, has excellent oral and written communication skills, can manage multiple demands without compromising quality and timeliness and is willing to take ownership of his/her behavior and work.

Please send resumes and cover letters to Meagan Barney - meagan@boldrock.com.