

GULCH BRAND REPRESENTATIVE

Gulch Distillers seeks a charming and responsible sales and brand representative to grow our presence in Montana bars, restaurants, and liquor stores.

About Gulch Distillers

Gulch Distillers is Helena's grain-to-glass microdistillery proudly located in the former Montana Distillery and Bottling Warehouse at the the north end of Helena's main, historic gulch, just downstream from the strike that turned a gulch into a mining camp, a mining camp that became the state capital. We take our name from the rich history of agriculture and industry in Montana's landscape. The gulches that command the topography of Big Sky Country and influence nature, recreation, and our way of life also sheltered a clandestine history of spirits production. Our name derives from our home and acknowledges the tradition of spirits manufacturing here in Last Chance Gulch of Helena, Montana.

We ferment, distill, and bottle on site, and proudly use Montana-grown grains and fruits. At Gulch Distillers we create products that combine the state's pioneer spirit with a refined spirit production.

Desired Candidate

Gulch Distillers is looking for a charismatic individual to share the story of Gulch's spirits to the bars and restaurants of Montana. The ideal candidate will be enthusiastic about handcrafted products and have an interest in educating others about the terroir of locally produced spirits. We are most interested in someone who fits the Gulch ethos. Sales and industry experience is a plus. Strong candidates will have excellent communication skills, be a self-starter, be well-organized, and be energized by relationship building.

Responsibilities

- Establish relationships with state liquor stores in a designated sales region; inventory all current liquor license holders in the region
- Identify "like-minded" bars and restaurants to introduce to Gulch Distillers
- Cultivate and maintain relationships with bartenders, restaurant managers, and account owners
- Identify and attend public tasting events; serve as a Gulch representative
- Maintain account records, submit expense reports, and other administrative tasks
- Ride for the brand; cowboy hat not required



Gulch Distillers
790 Front Street, Helena, MT
GulchDistillers.com

Position Basics

This is a new and flexible position for Gulch Distillers and will grow as sales grow in the state. To start, the position will be part-time, hourly with required travel within Montana.

- Pay dependent on experience with a travel allowance
- Commissions earned on a monthly basis
- Sales experience preferred
- Knowledge of spirits, cocktails, and the service industry preferred but not required
- Must have reliable transportation, a current driver's license, and a clean driving record
- Ability to lift 50 lbs and stand for extended periods in varying conditions
- Must be 21 years or older with the ability to work with and around alcohol

We are looking to expand our presence in several markets in Montana. Candidates do not need to live in Helena to apply. Candidates in the Bozeman, Livingston, and Missoula areas are strongly encouraged to apply.

How to Apply

Please send a cover letter and resume to julia@gulchdistillers.com. As previously mentioned, this is a new and dynamic position for Gulch Distillers. We strongly encourage you to apply if you have an interest in craft spirits, even if you don't meet all the qualifications described. We are most interested in finding the right fit for our small team.

In your cover letter, please share your favorite cocktail and spirit. And caption this cartoon:



Gulch Distillers is an equal opportunity employer, and it is our policy to recruit, hire, train, promote and administer personnel actions without regard to sex, race, age, color, ethnicity, national origin, religion, creed, marital status, sexual orientation, gender identity, disability, or any other legally protected basis.

Position posted February 9, 2024 and is open until filled.