

## **About Us:**

Ponderosa Cider Co is a family owned and operated craft hard cider company that has experienced exponential growth since it opened its doors in April of 2023. We service mostly the Sacramento Metro area and are based in Auburn CA. Ponderosa Cider services many local and regional grocery chains in addition to independent retailers and onsite wholesale accounts. We have a small and engaged team focused on creating excellent cider and a great culture.

We are seeking an ambitious and inspired individual to join our team as a Merchandiser/Delivery/Sales Representative to help grow and maintain our local area distribution.

## **Position:**

### **Merchandise/ Delivery/ Sales**

Territory: Placer, Nevada, El Dorado, Yolo and Sacramento counties

Merchandise and order for Grocery Chains and Markets

Set up and maintain display racks and sets

Maintain existing account relationships (250+) while working closely with our Sales Team

Conduct product tastings with prospective and existing accounts for new products

Communicate customer feedback with management and the production team

Delivering product to customers per customer invoice

Cleaning draft lines per company policy

Draft tech troubleshooting

Operating a pallet jack

Loading and unloading of your delivery vehicle

Develop and follow routes and time schedule

Load, unload, prepare, inspect, and operate a cargo van

Complete logs and reports

Maintain ongoing communication with sales reps and sales manager

Keep the vehicle organized, clean and tidy

Inspect delivery vehicle daily, looking for anything problematic (low tire pressure, tire wear, dents etc.) and report any abnormalities. Refuel vehicle as needed. (gas card)

Follow rules and regulations of the road at all times.

## **Pay and Benefits:**

Part time / Full time

Shift may include occasional Weekend day

Competitive Pay

Commission/Bonus potential

PTO and sick leave

Vehicle provided (small cargo van)

Support and collaboration from ownership and Sales Team members

Room for upward mobility within a growing company

**Qualifications:**

Friendly / positive attitude / Works well with others

Hard worker / Willingness to be part of team

Great interpersonal and communication skills

Strong sales ability

Valid driver's license

Ability to lift 160lbs repeatedly delivering product

Experience using hand trucks, pallet jacks a plus.

Able to stand, walk, stoop, kneel, crouch, or climb during shifts

Experience driving larger vehicles is a plus but is not a necessity

Ability / comfortability with working solo, as a large part of the day will be spent delivering cider across the Sacramento Metro area.

Willingness to occasionally (~1-2 time per month) make out of area deliveries outside of our main distro area (Sacramento metro)

High school or equivalent (Preferred)

Desire to learn

Strong organizational skills

Self-motivated

A passion for the industry and good-quality Craft Cider in general

Computer literacy and familiarity with QuickBooks, Excel, EKOS and Google Sheets

Must have a clean driving record (No DUI)!

Be local to the area and/or counties for delivery

Please send a resume to [jon@ponderosacider.com](mailto:jon@ponderosacider.com)