



Keg Consultant / Account Manager

JOB DESCRIPTION

G4 KEGS

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Keg Consultant | G4 Kegs

LETTER FROM G4 KEGS PRESIDENT, BRIAN KEYSER:

“ We are seeking A-players who value relationships, solutions, passion, and trust. We need a team player who’s always thinking ten steps ahead and far surpasses the expectations of their colleagues and our customers.

If you want to make an impact on the beverage industry—while advancing your own career—we want to talk to you.

Working with G4 Kegs is an exceptional opportunity, but it’s not for everyone – our business is fast-paced and our industry demanding. We’ll be asking a lot of this role, so you need a can-do attitude and a willingness to roll up your sleeves and get to work with us. A tendency to embrace logistical challenges and demanding deadlines is a plus.

As a small, fast-growing company, we hire self-starters who can get up and running quickly. An ideal candidate wants to be a critical member of our team and understands clearly how their role and responsibilities impact the operations of our business and our customers’ businesses.

If you’re an A-player looking for a new challenge and you can answer “yes” to the following questions, this is the opportunity for you:

- Are you passionate about delivering remarkable service?
- Do you pride yourself on clear communication and building camaraderie and consensus with team members?
- Are you deadline-oriented?
- Do you have proven success juggling multiple projects?
- Do you thrive in environments where you wear different hats?
- Do you embrace change, because you view it as an opportunity?
- Do you proactively address challenges and always come to the table with a solution?
- Are you looking to work with a company unlike any other?

Thank you for your interest, we look forward to adding you to our growing team!



Brian Keyser
President
G4 Kegs

About G4 Kegs

G4 Kegs is the nation's leading stainless steel keg supplier for the craft beverage industry – including beer, cider, kombucha, coffee, wine, distilled spirits, and more. The company is on a mission to elevate the beverage industry through the shared success of its customers and the craft community. With four warehouses in Oregon, Oklahoma, Florida, and Virginia, G4 Kegs is proud to serve customers from coast to coast and around the world.



Our mission is to elevate

Our industry is driven more by passion than profit – and we're out to empower and accelerate that passion by giving it a vessel... literally.

But what we do goes far beyond stainless steel containers. At G4 Kegs, we are on a mission to elevate the interests of our customers, the lives of our employees, and the industry as a whole. By elevating our own role as an industry leader and trusted keg consultant, we aim to create a rising tide of success across all parties.

Whatever your craft, G4 Kegs shares your enthusiasm for quality products and meaningful partnerships – and we seek to elevate in everything we do.

Our Values

Put People First

We know that people are at the core of our success, and we foster an environment of collaboration and mutual respect. Partnerships with customers and commitment to each other ensure we make decisions in the best interests of both.

Go Above and Beyond

At G4 Kegs, we aren't just teammates – we're all MVPs. Our goal is to create “wow” experiences with every interaction. This means constantly thinking ten steps ahead, finding proactive solutions to problems, and far surpassing every expectation.

Bring Your Passion

Nothing meaningful has ever been accomplished with a “meh” attitude. We are committed to excellence in everything we do – which means showing up, embracing challenges, and delivering our best work every day.

Do What You Say

There is a difference between doing something right and doing the right thing. We strive to be a trusted partner to our clients and each other – and we continue to earn that trust by following through on our commitment, every single time.

Keg Consultant Position

G4 Kegs is seeking a qualified candidate to be our next Keg Consultant. We need this person to help us grow our business and create “wow” experiences for our clients. G4 Kegs prides itself on being a trusted resource for our clients – experience in the beverage industry (or being a quick and eager learner) is essential. A successful Keg Consultant will take a partnership approach, having the communication skills needed to nurture existing client relationships and build new ones.

Our high-touch sales experience and fast-paced environment means the ideal Keg Consultant must excel at managing multiple responsibilities and high sales volumes. As a small business that is growing fast, it is essential that our Keg Consultants be willing to roll up their sleeves and over-deliver for our customers.

We are looking for several Keg Consultants to represent G4 Kegs on the ground in the Southwest, Midwest, South, and Northeastern United States. Being a highly motivated self-starter is a must as this Keg Consultant will work remotely.

QUALIFICATIONS

At G4 Kegs, we equally weigh a person's core values and personality with their direct experience and track record of success. Our ideal Keg Consultant will have the following capabilities and skills:

MINIMUM REQUIREMENTS

- Relevant sales experience preferably in the beverage, beer, or similar industry.
- Proven experience managing multiple projects and changing priorities
- Self-starter with excellent communication, problem-solving, and organizational skills.
- Enthusiasm and passion are evident through your work and personal interactions.
- Skill in both big-picture thinking and flawless execution of details.
- Fluency with sales software.
- Ability to travel quarterly for customer and industry events.

KEY RESPONSIBILITIES

- Assess client needs and be a knowledgeable Consultant for all things keg-related.
- Meet sales goals through creative lead generation, developing existing client relationships, and strategic outreach.
- Uphold G4 Kegs high standard of customer service through all interactions with clients.
- Help G4 Kegs refine and improve our outreach and sales strategies.
- Willingness to be agile – wear multiple hats and take on new initiatives as G4 grows.
- Represent G4 Kegs at trade shows and industry events.

BENEFITS

G4 Kegs benefits include health insurance, retirement plans, paid vacation time, sick leave, and working with some of the best craft beverage makers in the world.

HOW TO APPLY

If you are an A-player who believes you're a right-fit for the position and our company, please submit a cover letter and resume to hello@G4kegs.com. In your cover letter, please concisely address the questions below:

1. In one sentence, what most energizes you about this opportunity?
2. Please choose one of our values and briefly discuss how you have embodied it through a professional experience.
3. What is your approach for getting up to speed in a new job? Briefly describe how you learn and master a new role.