



JOB TITLE: Non-CDL Delivery Driver
REPORTS TO: Sales Supervisor

LOCATION: Warrenton, VA
FLSA STATUS: Exempt

Our Warrenton/New Baltimore, Virginia distribution hub is searching for a **NON-CDL Delivery Driver** to join our winning Team!

JOB SUMMARY:

In this unique career opportunity, our **NON-CDL Delivery Driver** sells, delivers to and services convenience stores, gas stations, drug stores and a variety of other small scale store accounts. This role is in partnership with the dedicated Pre-Salesman. Together as a Sales Team, you will increase sales and ensure customer satisfaction. This role also substitutes for the Pre-Salesperson when they are on vacation.

PRINCIPAL FUNCTIONAL RESPONSIBILITIES:

- Sell Pepsi's nationally recognized bottled and canned drinks, Bag-In-A-Box syrup for fountain machine, cups lids and CO₂
- Convey additional sales orders from customer to Pre-Salesman Partner
- Effortlessly completes several daily computer functions with the company provided iPad to include checkout, sales, reloads, offloads, load requests, ending inventory and settlements
- Professionally establishes and maintains positive working relationships with primary contact at each account
- Easily engages with store manager regarding current and new products, increasing sales volume, displays, promotions, product positioning, space allocation, etc Fills full-service vendors, regular service vendors, display coolers, and replaces empty Bag-In-A-Box, and CO₂
- Utilize the company issued iPad to obtain required signatures, store stamps, or otherwise meets other requirements in order to ensure accurate settlement of all invoices at the end of the day
- Carefully collects money from vendors and cash customers
- Quickly establishes a full working knowledge of brands and packaging for every account
- Maintain strict merchandising standards while rotating products each time in designated accounts
- Executes delivery on all promotions by maintaining adequate supplies of POS in vehicle and of all brands
- Services all scheduled customers by the end of the shift
- Attends sales meetings
- Drives delivery truck over established route
- Follows all PCVA, DOT and FMCSA standards, regulations and procedures
- **RISE** up and be a **ROCKSTAR** with your stellar attendance

ESSENTIAL QUALIFICATIONS AND SKILLS:

- High School Diploma or GED required
- Must possess a valid Virginia driver's license
- Previous sales and money handling experience is preferred
- Must be a team player and self-starter with excellent follow up skills and a strong focus on customer satisfaction

- Must have a positive, friendly attitude and be detail oriented
- Must be comfortable driving a delivery vehicle weighing up to 10,000
- Able to work at a fast pace for up to 8 to 12 hours
- With proper training and equipment, safely and regularly maneuver up to 100 pounds

Family owned and operated since 1908, Pepsi-Cola Bottling Company of Central Virginia is an equal opportunity employer.