



**JOB TITLE:** Sales Account Representative  
**REPORTS TO:** Sales Manager

**LOCATION:** Warrenton, VA  
**FLSA STATUS:** Non-Exempt

We are Pepsi Bottling Company of Central Virginia, a family owned and operated franchise that has been in business since 1908. As an essential business, we are stable and poised for growth!

Right now, we are expanding our Warrenton, Virginia Sales Team. And so, we're looking for aspiring individuals who share our passion for top-notch customer service and have the ability to thrive in a fast-paced selling environment!

### **JOB SUMMARY:**

This hands-on position functions as the primary store-level salesperson to our accounts. You will be responsible for selling, providing our merchandising service and for growing our business in assigned areas. Your creative ability will come into play when you build eye-catching displays and sets up promotional materials such as pricing signs and banners. Additionally, you will have frequent interaction with the store management.

This role is labor intensive because it requires lifting, loading, pushing and pulling cases weighing from 20-45 pounds per case repeatedly over 10–12-hour work period. Because this is such an integral role, you may have to work weekends and/or holidays.

### **PRINCIPAL FUNCTIONAL RESPONSIBILITIES:**

- Grow sales volume, market share, product distribution, space allocation, and customer service in all assigned accounts
- Take inventory, place orders for future delivery, and sell product inventory to standard
- Sell and execute promotions, solicit placement of equipment, and use point-of-purchase materials to stimulate sales
- Maintain and increase shelf facings, clean shelves, and rotate products
- Provide excellent service to assigned accounts and create and maintain goodwill with all customers (e.g., communication, rapport building, attentiveness to customer needs, etc.)
- Merchandise product sections and build displays to stimulate sales
- Complete required paperwork in an accurate and timely manner
- Comply with operating procedures (e.g., scan-in/scan-out, following designated route, etc.)
- Operate equipment for moving products (e.g., pushing/pulling of the U-Boat, hand trucks, pallet jacks, etc.)
- Use handheld device to input/write orders
- Regular, reliable, predictable attendance
- Potentially service accounts on weekends and/or holidays

### **ESSENTIAL QUALIFICATIONS AND SKILLS:**

- High School Diploma or GED
- 18 years of age or older
- Must submit to a drug screen
- Pass the background check

- Must have car to access multi-store locations within assigned shift
- Valid driver's license and proof of insurance
- Comfortable with a PC, iPad and has Microsoft Office skills
- Must be a detail and results-oriented with excellent verbal/written communication skills
- Ability to maneuver 20-45 pounds repeatedly throughout the work period

**Pepsi Cola Bottling Company of Central Virginia is an Equal Opportunity Employer.**