



JOB TITLE: District Manager
REPORTS TO: Sales Manager

LOCATION: Warrenton, VA
FLSA STATUS: Exempt

JOB SNAPSHOT:

It's an exciting time to work for Pepsi-Cola Bottling Company of Central Virginia! We're accelerating our momentum by putting people at the heart of our business and everything we do. Our Warrenton (New Baltimore), Virginia distribution facility is searching for a District Manager to join the leadership team! The District Manager is accountable for leading a team that is responsible for service and execution to customers in a fast-paced direct store delivery environment. Responsible for all aspects of managing Sales Account Representatives and Merchandisers to achieve weekly sales volume. This role must manage multiple tasks simultaneously. This dynamic, hands-on role requires strong leadership skills, good communication skills, and the ability to thrive in a fast-paced, constantly changing work environment.

If you're ready to refresh your career, then this is the perfect leadership opportunity for you!

The salary range for this opportunity is **\$65,000 to \$70,000** annually.

WHAT WORKING FOR PCVA PROVIDES:

- Competitive pay
- Monthly sales bonus
- Comprehensive health and wellness benefits
- Paid vacation time
- Six paid holidays
- Company paid life and disability insurance
- Tuition reimbursement
- 401(k) with employer match and profit sharing
- Learning and development opportunities
- Working with an essential company with stable employment
- And more . . .

WHAT A TYPICAL DAY AS A PCVA DISTRICT MANAGER WILL LOOK LIKE:

- Manage, train, coach and motivate a sales team of 10-15 employees
- Manage the sales and profit of a district area
- Discuss weekly promotions and concerns with store owner
- Manage multiple priorities while allocating resources between accounts
- Collaborate with cross-functional team members to enable perfect service and execution
- Drive a light duty vehicle over established territory
- Merchandise displays and shelving in local retail accounts
- Fill vending machines, coolers and walk-in boxes
- Reset racks and shelves, rotate stock
- Ensure that the back rooms at accounts clean and orderly

- Input data from each account into our iPad unit and make load request for delivery teams
- Potentially make deliveries with a CDL vehicle

WHAT YOUR BACKGROUND LOOKS LIKE:

- 1-3 years managing frontline employees and/or demonstrated leadership capabilities
- Beverage sales experience is a PLUS!
- Consumer packaged goods experience in a direct store delivery environment
- Great communication, negotiation, influencing, and follow up skills
- Ability to prioritize dueling tasks throughout a busy work schedule
- Skillful at managing financial results
- DOT certified
- Able to maneuver up to 50 lbs. throughout the workday
- Comfortable using Microsoft Office Suite (Outlook, Word, Excel, PowerPoint)

Family owned and operated for since 1908, Pepsi-Cola Bottling Company of Central Virginia is an Equal Opportunity Employer.