



JOB TITLE: Swingman
REPORTS TO: Sales Supervisor

LOCATION: Weyers Cave, VA
FLSA STATUS: Exempt

JOB SUMMARY:

Our Swingman position fills in for the Geographical, Cold Bottle, and Liftgate Drivers who are not available for their shifts due to vacation, illness, etc. This dynamic job changes from day to day. This role is capable of covering any route discipline.

PRINCIPAL FUNCTIONAL RESPONSIBILITIES:

- Visits stores on an established or contingency route or via active dispatch to a wide variety of customers across various geographical areas.
- Conducts specified activities per route discipline (conventional, full service and cold bottle).
- Sell bottled and canned drinks and Bag-In-A-Box syrup, cups, lids, and CO₂
- Completes several daily computer functions to include sales, checkout, reloads, offloads, load requests, ending inventory and settlements
- Obtains required signatures, store stamps, or otherwise meets other requirements in order to ensure accurate settlement of all invoices at the end of the day
- Collects money from vendors and cash customers
- Offers and executes successful promotions
- Establishes and maintains positive working relationships with primary contact at each account
- Handles urgent customer needs to meet commitments in a timely, consistent and professional manner and communicates issues to management
- Fills full-service vendors, regular service vendors, display coolers, and replaces Bag-In-A-Box, and CO₂
- Delivers, unloads, merchandises and rotates product in all accounts to PCVA and customer standards
- Services all scheduled customers by the end of the shift
- Attends sales meetings
- Takes an active role in training new Sales Teammates
- Follows all PCVA, DOT and FMCSA standards, regulations and procedures
- Assist Supervisor as time permits with projects, tasks across the territory and other duties as assigned

ESSENTIAL QUALIFICATIONS AND SKILLS:

- High School Diploma or GED required
- Maintain current Class A CDL DOT Medical Certificate
- Previous sales and money handling experience is preferred
- Must be a self-starter with excellent follow up skills and a strong focus on customer satisfaction
- Must have a positive attitude and be detail oriented
- 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.