

Amoskeag Beverages, LLC



Job Title:	Red Bull Sales Representative	Department:	Sales
Reports To:	Red Bull Area Sales Supervisor	Exempt/Nonexempt:	Exempt
Direct Report:	None		

Position Information: Responsible for the distribution and sales objectives in his or her assigned area for all Red Bull products.

General Sales Responsibilities:

- Establish long-term relationships with customers
- Maintain proper inventory
- Responsible for understanding and complying with all Amoskeag Beverages and RBNA policies.
- Work with your Area Sales Manager to meet all goals within a given time frame.
- Represent the company in a professional manner at all times.

Duties and Responsibilities:

- Plan, develop and present to customers effective strategies to increase sales.
- Maintain positive professional relationships with owners and buying personnel at accounts.
- Act as communication liaison between corresponding beer representative(s) on any account level communication. Including but not limited to AR/collections, delivery issues, management changes, etc.
- Execute Red Bull sales initiatives in a timely manner.
- Consistently maintain Perfect Store Execution Standards established by Red Bull.
- Maintain planogram and set integrity in all accounts.
- Manage inventory at all accounts using EOTouch.
- Monitor date codes and execute proper rotation of product to ensure compliance with Amoskeag Beverages and Red Bull quality standards.
- Follow all Amoskeag Beverages and RBNA merchandising standards in all accounts.
- Manage all aspects of the VIP program within given sales route.
- Complete monthly WingTips assignments within a given time frame.
- Use the Red Bull PiITCHER method to sell initiatives and grow the business.
- Communicate to all appropriate departments any changes in account status (ownership, license information, new account openings, closings, collection issues, etc).
- Submit all orders in a timely manner and prior to 6pm daily.
- Manage and execute all chain activity.
- Follow up/resolve all customer concerns, complaints, questions, or comments in a timely manner.
- Inform Area Manager and/or Director of any issues that need additional assistance.
- Manage/respond to all internal communication channels within 24 hours of receipt.
- Attend any Red Bull sales meetings during the year.
- Follow assigned schedule including all routing and merchandising.
- Submit all payments collected from accounts within 24 hours.
- Follow all Amoskeag Beverages accounts receivable policies.
- Complete and submit incentive tracking sheets, photos and paperwork on or before established deadlines.
- Be 100% in compliance with all recalls and amnesty programs.
- Be available to work weekend hours when needed to align with selling and delivery schedules.
- Perform all other duties as assigned.

Qualifications:

- Must have a New Hampshire drivers license and clean driving record.
- Physical ability pack out inventory, order product on a daily basis, and lift 25 lbs. consistently and up to 50 lbs. occasionally.
- Knowledge of consumer sales, retail trade, sales and strategic marketing in the beverage industry.
- Strong oral, written, and interpersonal communication skills.
- Strong analytical decision-making and problem-solving skills.
- Time-management skills and ability to work independently.
- Commitment to quality customer service and willingness to work as part of a team.
- Professional appearance.
- Flexibility to work extended hours as needed, including weekends.

Working Conditions:

- Most of time will be spent on the road visiting customers at their locations.
- Drive in a safe manner, obeying all traffic laws
- Business casual attire