

## **Pre-Sales Route Delivery**

### **Job Description**

Job Title: Small Format Pre-Sales Route Delivery

Department: Sales Reports To: Region Manager

Hours: Mon.-Thurs or Tues - Fri, 5:00 am until completion of route

Hourly rate with standard benefits

### **Job Summary:**

Position is responsible for the delivery of company products to assigned customers

### **Job Duties:**

Position will be responsible for assigned accounts if weekend service is needed.

Position is responsible for distribution, sales, and merchandising of MBG company products in assigned retail accounts.

Position is responsible for obtaining and maintaining a minimum distribution of the company's products.

Position is expected to obtain adequate shelf space relative to the company's market share for its products and use this space to keep the products available to the retailer's customers at all times.

Position is responsible for product dating and is required to rotate the product under company standards and pick up outdated product from each assigned retailer.

Position duties include the presentation and sell in of company sales promotions. Duties also include the sale and placement of off shelf displays, racks, ice tubs, or any other cold equipment that the company desires the position to attempt to sell its assigned customers.

Position is expected to keep all the company's assets including the vehicle assigned to the route, vendors and coolers, and racks and shelving in a clean and orderly fashion.

Position is responsible for delivering on a service frequency as assigned by the Region Manager and report to the Region Manager if this frequency needs to be adjusted.

Position is responsible for obtaining the sales quota established for this set of assigned accounts and do everything possible to increase the sales and distribution of MBG company products  
Other job duties deemed necessary by management

**Required Skills:**

1. Certified Driver's License, Class A
2. Computer skills necessary to operate hand-held computer to sell and invoice product.
3. Experience necessary to sell, deliver and merchandise soft drink products.
4. Communication skills
5. Ability to work without direct supervision
6. Ability to read and write legible English
7. Good math skills

**Physical demands:**

1. Ability to bend, push, pull and lift up to 50 lbs frequently up to heights of 9 feet.
2. Ability to use hand trucks, store floats, or pallet jacks if necessary.
3. Ability to get in and out of the truck on frequent account stops.
4. Ability to pass physical examination and drug screen

Note: This description is intended to indicate the kinds of tasks and levels of work difficulty that will be required of positions that will be given this title and shall not be construed as declaring what the specific duties and responsibilities of any particular position shall be. It is not intended to limit or in any way modify the right of any supervisor to assign, direct, and control the work of employees under his/her supervision. The use of a particular expression or illustration describing duties shall not be held to exclude other duties not mentioned that are of similar kind or level of difficulty.