



# Sales Representative – Relief – Full Time – 52 HR/WK – CDL B

Contact: NESTLE PURINA PETCARE COMPANY

Email: [nestle\\_purina\\_petcare\\_company@countyjobs.careers](mailto:nestle_purina_petcare_company@countyjobs.careers)

[https://al-clay.countybuyselltrade.com/jobs/sales-representative-relief-full-time-52-hr-wk-cdl-b-required-charleston-wv\\_charleston\\_83489](https://al-clay.countybuyselltrade.com/jobs/sales-representative-relief-full-time-52-hr-wk-cdl-b-required-charleston-wv_charleston_83489)

Address:

7924 Victoria Dr Ste 209, Charleston

Price:

Check with seller

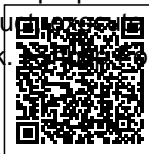
DetailsApplyAs one of "The World's Most Admired Food Companies" in Fortune magazine, Nestlé provides quality brands that bring flavor to life every day. The Nestlé Dreyer's Ice Cream division serves to provide world class service to frozen grocery accounts across the country. Products include industry leading brands such as DIGIORNO pizza, DRUMSTICK ice cream snacks, and H?AGEN-DAZS premium ice cream. POSITION OVERVIEW: The Sales Representative - Relief's primary function is to provide relief coverage to Sales Representatives and other full-time sales positions, including covering open routes due to vacancies within the district.&nbsp; This position maximizes sales of Nestlé products at various customer sites and provide excellent customer service through safe and effective planning, selling, ordering, and in store servicing while demonstrating sound safety practices. Sales Rep Reliefs identify and act on selling opportunities, make secondary placements, gain extra displays, use Point of Sale (POS), and make effective sales presentations through use of sales data. This role works directly with store managers and store personnel to ensure a high level of sales and customer service is provided in retail accounts. The position requires both driving to grocery store customers in a personal vehicle, for which mileage reimbursement will be provided per company policy, and a company vehicle. Knowledge and compliance with Department of Transportation ("DOT") standards, meals/break policies, etc. is mandatory. PRIMARY RESPONSIBILITIES: •&nbsp;Incumbent will work as a sales relief, filling temporary vacancies (planned and unplanned) for Sales Representatives and other full-time positions, inclusive of merchandising. Will require coverage across broad geographies and may require overnight visits. •&nbsp;Identify and act on selling opportunities, utilize problem solving techniques to respond to competitor activities, maintain/increase space, participate in store resets when necessary, make secondary placements, gain extra displays, use Point of Sale, make effective sales presentations and effective use of sales data. •&nbsp;To drive new sales and maximize customer relations: establish and maintain rapport with key store individuals, communicate to customers or manager about service matters, adhere to route schedule (Deliver, Merchandise and Order, also known as "DMO"), properly order authorized product, maintain proper inventory, set stores to schematic and ensure proper display, rotation and pricing of all products, manage out of stocks, replace



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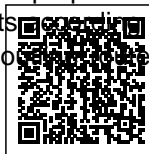
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