SALES REPRESENTATIVE - NUTRITION/BODY CARE

OFFICE/REGION: Phoenix and North Arizona
DEPARTMENT: Nutrition & Body Care
REPORTS TO: Regional Sales Manager, Natalie Nash

Send inquiries to nnash@pmidpi.com

OVERVIEW

The Sales Representative – Nutrition/Body Care calls on independent and/or small chain NBC accounts.

POSITION DETAIL

- Call on retail accounts as assigned, both existing and new.
- Present new product introductions.
- Create and present promotional opportunities through the retailers advertising vehicles on/or off shelf.
- Process and follow up on orders as necessary.
- Coordinate demonstrations in retail accounts.
- General retail detail: stocking shelves/cold boxes where possible, tweaking shelf sets and displays or building displays and performing resets, check for accurate shelf tags, rotate stock, apply POS and coupons where allowed, police pricing and promo execution and make a general stamp on each store visit.
- Merchandising new stores and existing stores.
- Ability to comprehend and use sales data in presentations (SPINS, etc.)
- Participate in trade shows/table top shows as directed by management.
- Maintain store sets/testers/merchandising units/racks/literature.
- Help coordinate educational seminars/trainings.
- Sell overstocks/distressed merchandise/spiff programs and manufacturer initiatives.
- Travel with manufacturers as needed.
- Conduct retail audits as necessary.
- Keep sales books updated.
- Communicate with Brand/Sales Manager regarding sales issues and objectives.
- Respond timely to all correspondence.
- Other activities as directed by manager.

EXPERIENCE/SKILLS REQUIRED

- This is a full-time position ideal for someone with 2-5 years food sales experience
- Self-starter with strong sales and merchandizing skills
- Experience in the Natural Products Industry is a plus
Dependable, extroverted, diplomatic person, able to problem-solve successfully with a wide variety of people and issues
A high level of motivation with a strong work ethic
Flexibility to successfully multi-task in a fast-paced environment
Effective interpersonal skills and a positive outlook
A “can do/do whatever it takes to get the job done” attitude
Ability to work independently while being a strong team player
Outstanding organizational and follow-up skills
Excellent written, verbal and listening skills
Flexibility to accept a variety of fluctuating tasks
Ability to manage time and deadlines
Proficiency in Microsoft Excel, Outlook, Word; PowerPoint and Internet literacy
Familiarity with databases and SharePoint helpful
Excellent decision-making ability
Discretion when working with confidential information