

# **The Pepsi Bottling Group Sales Development Program Job Description**

## **General Summary:**

The Pepsi Bottling Group's Sales Development Program provides a demanding, fast-paced environment in a competitive industry, where growth equals opportunity and fun accompanies the challenge. Decisions are made "real time" to maintain and grow an existing account base with a strong focus on customer relations. We are looking for future managers and leaders of the company. Candidates will have the unique opportunity to move rapidly to increasing levels of responsibility leading to managerial positions in sales, sales operations and general management.

The Sales Development Program begins with the following position requirements:

## **Required Knowledge, Skills and Abilities:**

- Utilize analytical and fact-based selling skills to grow volume, revenue, and profitability goals for the assigned territory
- Use strong communication and interpersonal skills to enhance business partnerships and provide superior customer service
- Develop robust presentation skills and acquire new customers in assigned territory
- Activate local and national marketplace initiatives and promotions through merchandising products and building creative displays
- Ensure accurate and timely orders are submitted
- Perform administrative and reporting duties that require close attention to detail and cost control related to sales activities
- Perform at a fast pace, with self-motivation, and strong initiative
- Demonstrate strong leadership skills
- This position requires lifting, loading, pushing and pulling cases ranging from 20 — 45 pounds repeatedly throughout the day as well as bending, squatting and reaching while merchandising product.

## **Training**

We are dedicated to providing both on-the-job and classroom style training. Our training is designed to build business knowledge, functional skills and company affiliation.

## **Basic Job Qualifications**

- Bachelors degree anticipated within 12 months of application
- Involvement in at least one extracurricular activity
- Valid driver's license
- Must be willing to work a flexible schedule, including early mornings, evenings and/or weekends

## **Preferred Job Qualifications**

- Previous fact-based direct selling experience
- Computer proficiency in Microsoft Office

**TO BE CONSIDERED FOR AN INTERVIEW WITH PBG YOU MUST COMPLETE AN ONLINE APPLICATION ON THE PBG WEBSITE AS WELL AS THROUGH THE CAREER CENTER. THIS MUST BE COMPLETE PRIOR TO THE RESUME DROP CLOSE DATE. PLEASE FOLLOW THE INSTRUCTIONS BELOW:**

- Please go to <http://www.pbgjobs.com/campus>
- Click on the Apply U.S. or Apply Canada link
- Scroll to the job list and select: **Sales Development Program**
- Review the job description and click the Apply Online button.
- Complete all required fields and submit application.