



The **Emergency Sales Representative** role is a full-time position that is responsible for delivering, merchandising, and selling the complete line of products at retailers across multiple Geographies and routes.

*** THIS JOB MAY REQUIRE YOU TO TRAVEL TO DIFFERENT PARTS OF THE COUNTRY TO TEMPORARILY FILL ROLLS UNTIL PERMANENT REPLACEMENTS ARE FOUND. (AVERAGE DEPLOYMENTS ARE TWO WEEKS.)**

Essential Functions of the Emergency Sales Representative position include:

- Call on customers or potential customers for the purpose of making sales and obtaining orders for Bonnie products.
- Negotiate with customers or potential customers regarding sales, location, space, product mix, etc.
- Growing the route by increasing volumes and sell through rates of company products.
- Prepare and display items to facilitate sales and maximize product presentation.
- Ensure safety processes and procedures are followed.
- Driving a company-owned truck to and from numerous customer stops throughout the day, as well delivering product into and out of retail locations.
- Ensure compliance with all DOT rules and regulations and coordinate activity with the Transportation Compliance Officer.
- Attend all sales meetings and other required training.
- Willingness and ability to work schedules up to and including seven-day work week during peak season.
- Willingness and ability to travel both within the assigned region and across the country as needed throughout the year.
- Merchandising products including rotating products and removing products as necessary.
- Tidying up shelves and displays.
- Assembling and disassembling racks and promotional materials such as signs and banners.
- Cleaning, maintaining, and sanitizing the interior of their company assigned vehicle.
- Attendance/Punctuality is an essential function and must be consistently at work and on time; if absence is unavoidable, responsibility is to ensure work responsibilities are covered when absent.
- Other duties outlined by the Station Manager, Area Sales Manager or Company.

SKILLS/QUALIFICATIONS:

Minimum Education and Experience: High School diploma or equivalent. 1-3 years of customer service and/or route sales experience preferred.

Licenses and/or Certificates: Valid U.S. Driver's License. Must meet the Federal DOT eligibility requirements, including appropriate driver's license and medical certification. This position

requires a review of your driving history and successful completion of a pre- employment road test based on the Federal Motor Carrier requirements.

COMPETENCIES:

- Dependability and reliability
- Customer service focus with ability to establish and maintain effective working relationships
- Ability to follow directions and perform duties with minimal direct supervision
- Strong Work Ethic and Initiative – you must see the route as your business and constantly strive to achieve and exceed sales targets
- Flexibility
- Honesty
- Attention to Detail
- Strong Written and Verbal Communication skills
- Positive Attitude
- Tech Savvy – must be comfortable using computer and technology devices each day to accomplish your tasks
- Conscientious
- Be knowledgeable about the products and able to answer questions about the products

WORKING ENVIRONMENT:

Working Conditions: Both indoor and outside work environments. Frequently exposed to extreme cold and hot temperatures, wet or humid conditions and work in all weather conditions.

Risk/Safety Conditions: Driving a company-owned truck to and from numerous customers stops throughout the day, as well as lifting and carrying products into and out of retail locations.

Essential Physical Activities: This is a physical job as Sales Representatives need to be on their feet for long hours, spend a lot of time traveling between locations, and carry heavy products.

Requires the ability to climb, push, pull, bend, stoop, and kneel for extended periods of time. Walking, sitting, effectively communicating with others, seeing up close, seeing far away, manual dexterity, repetitive motions, and ability to regularly lift up to 40 pounds, occasionally 60 pounds. Using equipment (e.g., carts, trays) to unload products and move throughout the stores.

Travel: This position requires travel across multiple geographies, including anywhere in the US.

Timing and distance of travel is based on business needs and could require you to spend several months away from home at any given time.