



August 17, 2016

## **Customer Development Representative**

### **Vape Store Specialist**

#### **Join the Adco Team**

We are a 60 year old Wholesale Distributor of Convenience Store Products servicing the Northeast Ohio Market. Our warehouse in Canton allows us to efficiently service our market area. Our product portfolio includes all major brands of cigarettes, tobacco, cigars, candy and snacks. Our breadth of lines allows us to meet our customers' needs.

If you are looking for a position that will allow you flexible hours during any 24 hour period, as well as the ability to set your own compensation due to our attractive commission structure, this is the position for you.

#### **Job Description**

In our Customer Development Representative – Vape Store Specialist role your focus will be working with vapor stores to help them grow their business and maintain compliance under the new FDA Deeming Regulations. We currently represent many vapor companies and are looking to further tap into this growing market.

#### **Job Type**

Sales

#### **Position Summary**

Manage and develop and vapor store customers using collaborative approach to help our customers grow their vaping business and helping them to open up new categories to generate sales revenues and profit.

#### **Required Skills**

- Sales experience with consumer products in CPG industry
- Strong negotiation and persuasion skills.
- Ability to target, identify and demonstrate new products for customer base.
- Experience with Vape/E-cig products
- Bi-lingual in Arabic or Hindi a plus

#### **Essential Duties and Responsibilities**

- Work with Vapor Stores in the Northeast Ohio market to develop new business.
- Develop a daily/weekly call list and maintain information accuracy monthly.
- Review sales reports to manage and coordinate work activity.
- To develop a target list of new customer development with General Manager's support.
- Work closely with Customer Service and Warehouse teams to keep open lines of communication to quickly solve issues.
- Work with customers to manage Accounts Receivable issues.
- Develop a front line relationship with assigned customers.

Must be able to work in a fast paced team environment and juggle multiple responsibilities.

#### **Desired Qualifications**

- Knowledge of the Vaping Industry
- Sales/Customer Service Experience
- Strong Organizational Skills

- Proficient with Microsoft Office and Excel

**Salary and Benefits**

This is a commission based position with great potential to generate income in a growing category.

Please email or mail your resume to:

Pat Bell

Chief Operating Officer

**Adco Distributors, Inc.**

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Canton, Ohio 44702

[pat@adcodistrib.com](mailto:pat@adcodistrib.com)

“Our service is Your Advantage”

**NO PHONE CALLS**