



**IS LOOKING FOR  
EXPERIENCED SALES REPS!**

**We are offering a**

**\$5000**

**Signing Bonus!**

Qualified candidates must be able to bring an existing book of business and have experience working in the Convenience Store industry with chains and high volume independent stores.



### **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.

### **Job Description**

In our Sales Representative role you are our front line representative in maintaining and developing current customers. You will also focus on new business working with potential customers working closely with our customer service and warehouse teams to give them exceptional service.

### **Job Type**

Sales

### **Position Summary**

Manage and develop and prospective customers while maintaining sales growth within assigned customer base.

### **Required Skills**

- Sales experience within Convenience Store Distribution industry.
- Strong negotiation and persuasion skills.
- Ability to target, identify and demonstrate new products for customer base.

### **Essential Duties and Responsibilities**

- Oversee, maintain and develop existing customer base within territory.
- 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 that will help 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.