



July 1, 2016

Customer Development Representative

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

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.

Salary and Benefits

This is a commission based position that has the potential to make 50k plus. Our compensation package is based on sales growth and profitability.

Please email or mail your resume to:

Pat Bell

Chief Operating Officer

Adco Distributors, Inc.

221 Cherry Ave North

Canton, Ohio 44702

pat@adcodistrib.com

“Our service is Your Advantage”

NO PHONE CALLS PLEASE