



**Position:** Soda Sales Rep

**Location:** Jackson, WY

**Pay:** Depends on Experience

**Benefits:**

Includes Medical, Dental and Vision insurance, accrued paid time off, paid holidays, 401K profit sharing, discounted products, Monday-Friday work schedule and the opportunity to participate in company and community events.

**Job Description:**

Western Wyoming Beverages is seeking a full-time Soda Sales Representative for our Jackson, Wyoming location. This position is primarily responsible for small format accounts such as convenience stores. The Soda Sales Rep will act as the account owner and is responsible for all sales and marketing functions within the assigned route. This position requires 40-50 hours per week, plus special events on weekends or weekday evenings. This person will actively sell in parent company and local programs along with incremental displays, racks and pallets.

As a Soda Sales Rep at WWB, you are responsible for:

- Understanding and implementing changing priorities across the soda division.
- Understand sales route across the division
- Identify and implement strategies to grow sales in existing account base.
- Assist in the planning, development, and implantation of WWB sales and marketing programs.
- Manage the growth and development of sales and market share within the assigned route.
- Establishing and maintaining good business relations with customers and store / chain managers.
- Maintain and manage existing space while aggressively pursuing promotional space and permanent space within account base.
- Delivery and Merchandising of products the following business day
- Have or the ability to get a Class A CDL
- Working and directing account merchandisers
- Following planograms and having consistent stocking standards

**Qualifications:**

- Required:
  - Must be detail orientated, organized, and professional
  - Self-starter with ability to work independently with results driven focus on program objectives.
  - Excellent presentation and communication skills
- Preferred:
  - Associates or Bachelor's Degree in Marketing, Management or Business Administration or equivalent combination of education and experience.
  - Sales experience with a record of growing sales
  - Beverage industry knowledge
  - Financially literate, with the ability to understand revenue and expenses and how that knowledge is used to enhance profitability.

**About Western Wyoming Beverages:**

Western Wyoming Beverages is a family owned and operated company operating in Southwest Wyoming. Western Wyoming Beverages distributes beverage products from national brands including Pepsi and Budweiser. In the company's 40+ year history, Western Wyoming Beverages has built a reputation for its reliable service and friendly staff. WWB services Rock Springs, Jackson, Evanston, Kemmerer, Pinedale, Wamsutter, Big Piney, Mt. View and Lyman.

**How to Apply:**

Interested candidates should submit a cover letter and resume to [HR@wwbev.com](mailto:HR@wwbev.com) or in person at the HR office.

\* Western Wyoming Beverages is an Equal Opportunity Employer. This company does not and will not discriminate in employment and personnel practices on the basis of race, sex, age, handicap, religion, national origin or any other basis prohibited by applicable law.