

Job/Intern Posting - Frito Lay

Position Description: Sales Associate-Illinois State University

This position is for student currently enrolled at Illinois State University. As you apply, please list the extra curricular activities you are affiliated with on-campus and off-campus. Also, let us know your top three geographical locations for employment.

The Sales Associate will participate in a 12-month training program designed to provide an understanding of our business and the leadership skills necessary to perform the role of District Sales Leader. Upon successful completion of the training program, the Sales Associate will lead a team of 8-to-15 Route Sales Representatives, and is responsible for sales and expense accountability of \$4M to \$10M in annual revenue. This includes leading and overseeing day-to-day sales, sales operations, logistics, inventory, scheduling, training, and customer selling. Accountabilities:

- Plan to Make Plan
- Customer Selling
- Disciplined Execution
- People Leadership and Development

Job Requirements

- Bachelor's Degree in Business or related major
- Prior sales or management experience is preferred, but not required
- Demonstrated leadership ability
- Strong influence abilities and high-level of integrity
- Excellent communication skills
- Professionalism, dependability and desire for challenge
- Ability to manage multiple priorities simultaneously
- Ability to work with employees at all levels of the organization
- Ability to work in a team environment

For more information

www.fritolay.com

Contact

www.pepsicocareercenter.com