

Robert Smith

Route Sales Associate

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SUMMARY

2+ years of experience as a Route Sales Associate is seeking a challenging position in a fast-paced environment that will allow for growth and career advancement. Looking for an entry-level position that will enhance your company, but also allow growth of my personal skill set.

SKILLS

Bilingual, Fluent in English and Spanish, Fast Learner, Hard Worker, B2B Sales Experience, MS Office, Customer Service, Documentation, Trade Finance.

WORK EXPERIENCE

Route Sales Associate

Frito Lays - 2016 - Present

- Responsible for managing designated customer accounts and achieving all sales, marketing and distribution goals/quotas thru direct sales.
- Executing business plans through fact-based selling techniques while striving to achieve monthly sales plan.
- Selling creative displays to customers to be placed at optimal locations with the stores to maximize sales.
- Covering representatives routes. Communicating with managers and store owners to make sure ordering product was appropriate and to their needs.
- Ensure pallets, trays, damaged product, and returns are prepared for pick up at each account.
- Responsible for servicing multiple retail accounts by merchandising products to shelves, building displays, and marketing.
- Perform weekly inventory/ vehicle stock count; remove and replace any stale product from machines; record temperature of vehicle refrigeration unit daily; optimize the route for the highest level of efficiency; maintain a safe driving record.

Sales Associate

Produce One - 2016 - 2016

- Loaded truck with care to bring all required freight goods for each order.
- Communicated all necessary information to service leader during daily contact.
- Merchandise store shelving, coolers and displays with products in assigned accounts (self-managed role).
- Responsible for daily stocking of Frito-lay products, primarily at large-format accounts.
- Learned advanced defensive driving techniques using the Smith system, skill assessment, and remedial training to ensure the necessary skills for safe operation of the vehicle.
- Order, deliver and merchandise Frito-lay products to particular stores based on the route.
- Communicate with managers and store owners to make sure ordering product was appropriate and to their needs.

EDUCATION

Diploma - (Dewitt Clinton High School - Bronx, NY)Business Management - (Muskingum College - New Concord, OH)