

CYTOSPORT®

JOB TITLE: Area Sales Manager – Boston MA

DEPARTMENT: DSD Sales

REPORTS TO: Sr. Dir/VP DSD East

Position: – Exempt

BRIEF JOB DESCRIPTION:

Manage all aspects of day to day business within assigned territory.

RESPONSIBILITIES:

- Visit Pepsi distributor sales centers daily to check inventories on product and POS.
- Interact with local Channel Managers to help maximize CytoSport Brand Sales.
- Meet weekly with distributor management to ensure that they are following agreed upon programming, price architecture, chain promotions, as well as suggesting ways to improve performance and focus.
- Develop and utilize available resources to motivate local sales force to execute incremental volume opportunities for Muscle Milk RTD products.
- Direct and support consumer and retail activity by working closely with Field Marketing if applicable to market.

QUALIFICATIONS:

- A bachelor's degree
- Strong analytical skills and experience using internal and external data sources (i.e. Nielsen, IRI).
- In-depth knowledge of DSD industry.
- Proven problem solving and decision-making skills.
- Proven ability to work in a team environment on variety of complex projects.
- Well-developed interpersonal, organizational skill and analytical skills.
- Well-developed written and verbal communication skills.
- Proven ability to take opportunities from conception to execution.
- Demonstrated customer relationship development experience
- Advanced computer/technical skills, specifically Microsoft Excel and Power Point.
- Distributor and Supplier experience preferred
- +2 years, outstanding sales experience and track record in Consumer Goods industry (Bev. Preferred).
- Experience in working with or managing a DSD network.
- Must be a Citizen or National of the United States, a lawful, permanent resident or have the authorization to work in the United States.

ADDITIONAL REQUIREMENTS:

- Exposure to beverage industry preferred
- Retail account management experience.

CytoSport Inc., is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, age, religion, gender, gender orientation, gender identity, national origin, disability, or veteran status.