

Job Title: **INSIDE SALES REP-GLASS**

SUMMARY

Executes programs through personal selling designed to maximize the sales of Gallo Glass products to wineries with less than 50,000 cases of annual volume.

ESSENTIAL FUNCTIONS

- Conducts business from a target list containing up to 300 accounts in such a way that an appropriate sales volume will be achieved.
- Gains knowledge of competitive sales trends and pricing in order to maintain specific pricing structures on all Gallo Glass products.
- Knows the sales trends in each account, understands the business strategies and practices of each decision maker.
- Understanding and knowledge of glass containers and fiber options available to target market.
- Demonstrates entrepreneurial spirit for seeking out new accounts.
- Listens carefully to needs and preferences of decision makers.
- Uses data facts and figures, IRI, Wines and Vines, etc. to correctly make persuasive sales presentations.
- Overcomes objections raised during a sales presentation.
- Provides continuing and conscientious service to each account by managing accounts receivable, delivery and fiber requirements.
- Maintains up to date account records. Provides management with accurate sales reports and product trackings.
- Complies with all Gallo Glass policies and procedures.
- Effectively handles special account problems and reporting that might occur from time to time.
- Develops positive relationships with customers and prospective customers.
- Demonstrates strong personal selling, time management, public speaking skills.
- Ensures timely execution of objectives and priorities.
- Projects a professional presence while being resourceful, friendly, and persistent with customer decision makers.
- Maintains a cooperative attitude with management and provides reports that are accurate and on time.
- Maintains satisfactory attendance, to include timeliness.
- Responsible for understanding and complying with applicable quality, environmental and safety regulatory considerations. If accountable for the work of others, responsible for ensuring their understanding and compliance.
- This job description reflects management's assignments of essential functions; it does not prescribe or restrict the tasks that may be assigned.

SUPERVISORY RESPONSIBILITIES

N/A

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability

required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

MINIMUM QUALIFICATIONS

- High school diploma or State-issued equivalency certificate.
- Bachelor's degree plus 4 years of glass industry sales and technical experience reflecting increasing levels of responsibility; or Associate's degree plus 6 years of glass industry sales and technical experience reflecting increasing levels of responsibility; or 8 years of glass industry sales and technical experience reflecting increasing levels of responsibility.
- 21 years of age or older.
- Required to travel by air or car.
- Valid driver's license and successful completion of background check. Required to obtain a California driver's license or appropriate state driver's license within 30 days of hire.
- Required to lift up to 25 lbs.

PREFERRED QUALIFICATIONS

- Experience responding effectively to sensitive inquiries or customer complaints.
- Experience reading, analyzing, and interpreting data and reports.
- Leadership aptitude and skills.
- Good written and verbal communication skills.
- Skilled in calculating figures and amounts such as discounts, interest, commission, proportion, percentage, and volume.
- Experience dealing with confidential materials and situations.
- Experience defining problems, collecting data, establishing facts, and drawing valid conclusions.

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is required to be on his/her feet for long periods of time and frequently bends, stoops and climbs.

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The temperature, noise level and cleanliness of the work environment vary with each retail account.