

Route Sales Representative

Velvet Ice Cream Company, Inc.

Job Description

Route Sales Representative

Velvet Ice Cream Company, Inc. is a 100 year old developer, manufacturer and distributor of ice cream products. Our Route Sales Representatives are the point of contact for our customers, the stores who sell our products. They sell and deliver the products, build relationships with our customers and grow our business within their assigned territory.

Specific Job Duties

- Deliver products to stores based upon an established schedule.
- Sell additional products to existing stores in the assigned territory.
- With the assistance of a manager, acquire additional stores for Velvet's products within the assigned territory.
- Develop and maintain strong relationships with customers.
- Safely and courteously operate a delivery vehicle with either a manual or automatic transmission.
- Perform routine maintenance checks on vehicles.
- Load and unload the delivery vehicle lifting as much as 50 lb. loads repeatedly.
- Learn and properly use electronic delivery system equipment.
- Learn and adhere to daily processes and procedures including the collection, balancing and depositing of receivables (cash, checks and money orders).
- Maintain an even temperament to diffuse and resolve issues at customer locations.

Benefits

Velvet Ice Cream Company provides its employees with paid training, vacation time, health insurance, life insurance and a 401(k) tax deferred savings plan.

Compensation

After the completion of the training program, Route Sales Representatives are paid a base salary plus commission. The compensation will depend on such factors as the initiative of the Route Sales Representative in growing sales, the size of the territory, and the number of accounts serviced.

Job Requirements

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A Route Sales Representative needs to be a self-starter with the ability to work independently. Previous sales and delivery experience with a strong customer focus is preferred.

A CDL is not required, but is a plus, and an **excellent driving record is required.**

All applicants must be 21 and will be subject to a background check and drug screening.

Specific Job Requirements for Route Sales Representative

- Be able to start the work day very early in the morning.
- Work 5 days every week.
- Be able to tolerate sub-zero temperatures for extended time periods.
- Lift/carry up to 50 lb. loads regularly without difficulty or discomfort.
- Climb up and down from the cab and rear of a truck safely throughout the work day.
- Be a safe and patient driver.
- Be able to drive both automatic and manual transmission equipped vehicles.
- Check truck fluids, fill as needed, and perform other required maintenance checks.

About Velvet Ice Cream Company, Inc.

Since 1914, the Dager Family has owned and operated the Velvet Ice Cream Company. Now, in its 100th year, the Company continues to develop, manufacture and distribute high quality ice cream products in Ohio and surrounding states. Our employees are our extended family and our best assets. They help us complete our Mission: The motto, "Every Day Great Execution" (EDGE), will guide our team of talented Associates to make, distribute and sell the best ice cream products with exceptional customer service.

Job Snapshot

Post Date 1/5/2015

Location Cincinnati, OH

Employment Type Full-Time

Job Type Sales, Transportation, Other

Education High School

Experience At least 1 year(s)

Manages Others No

Industry Sales - Marketing, Other Great Industries, Transportation

Required Travel - None