



Mason Brothers Wholesale Grocers

222 4th St. NE • P.O. Box 230 • Wadena, MN 56482 • (218) 631-2220

Sales Representative

Mason Brothers Company – Wadena, MN

Are you looking for more than just a job; for a company where you're more than just an employee, you're a team member; a place where you can earn above average pay and a company that still believes in rewarding their team members? Mason Brothers Company is a wholesale grocery distributor that markets an array of food and beverage brands in a variety of categories. We know the value of a great employee and our employees are the core of our MBC family.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily and must be able to make business and financial related decisions based on the ability to meet Sales Volume Budget and Budgets. Our sales reps visit retail and convenience store locations established by sales team management and informs customers of new or additional promotions and opportunities in order to increase product representation in location and increase sales; displays merchandise on sales floor of store to attract attention of prospective customers by performing the following duties:

- Visits retail stores according to route established by management.
- Presents current promotions to store personnel to generate additional sales.
- Effectively uses current Point of Sales (POS) material on all accounts.
- Presents promotional activity to secure secondary sales locations to obtain display activity.
- Review invoices and statements with store management teams
- Achieve new item distribution
- Assist in merchandising product and store setups or restructuring when needed
- Assist in merchandising permanent end caps to schematic guidelines.
- Reports all competitive activity to management
- Visits with other sales team members on customer store to resolves issues
- Work with the store on all special projects such as demos, trade events, remodels, new store openings, etc.
- Build and maintain a rapport with store level Buyers, Grocery Managers and Aisle Store Clerks.
- Keep all informed of issues with stores, competitive activity, trends etc.
- Maintain distribution goals and display of products in assigned accounts.
- Act as a representative, or liaison, between Mason Brothers and customer stores



Mason Brothers *Wholesale Grocers*

222 4th St. NE • P.O. Box 230 • Wadena, MN 56482 • (218) 631-2220

Qualifications:

- Self-motivated
- Technologically inclined
- Organized
- Adaptable and willing to learn
- Highly productive
- Ability to work well on a diverse and highly qualified team
- Able to work in a fast-paced and ever-changing work environment
- Be effective in working as a member of a team within the sales department as well as with other personnel and other areas within Mason Brothers.
- Excellent customer service skills and analytical abilities as well verbal and written communication skills in English.

This job will require a lot of driving of a company vehicle; therefore, **driving record must be acceptable** (no excessive speeding, DWI/DUI, or tickets within the last 5 years other than one or two minor speeding or parking tickets) .

Required Education and Experience:

Associate's degree (A. A.) or equivalent from two-year college or technical school; one-year related experience and/or training; or equivalent combination of education and experience.

Computer/Technology Skills:

Excel – Intermediate level
Word – Intermediate level
iPad – Intermediate level
Internet – Expert level
Outlook

Certificates and Licenses:

Valid driver's license and be insurable by the company's automobile insurance carrier.

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