



# FRONTLINE CAREERS

## CAREER OPPORTUNITY

The position will be posted to the PepsiCo Beverages North America career site (<https://www.pepsicojobs.com/main>) at approximately the time below. If there is no date/time indicated next to "Position Posted", you can expect the position to be posted within 24 hours of this notification.

**Position posted:** -

**Position Location:** Grand Rapids(Kraft Ave), MI

**Position Title:**Sales Rep - Convenience / Gas / Small Format

**Job Description:**

**Great Pay. Great Benefits. Growth Opportunities.**

Target Pay of (insert Target Pay)

- Benefits -- Medical, vision and dental
- Company-provided retirement benefits
- Paid time off
- World class training and growth opportunities

Are you ready to join a winning team? Pepsi Beverages North America (PBNA) is PepsiCo's beverage manufacturing, sales, and distribution operating unit. Now is the time to explore the opportunities of PBNA: what makes you unique makes us better. Small Format Sales Representatives play a key role in the success of our business by generating sales and delivering exceptional customer service. Together we perform with purpose!

What's different about Sales Representative positions at PBNA?

- Great benefits, pay, and incentives
- Exceptional brand recognition and industry-leading technology to make your job easier
- Stability -- We are a Fortune 50 company that continues to grow
- Task variety -- No two days are the same as you support a wide range of customers
- Fast-paced environment where you can work independently
- Robust and successful employee development program -- We like to promote from within!
- Size and depth of Pepsi portfolio is what separates us from the competition
- A great culture with a family atmosphere
- Mileage reimbursement

Here is what it's like to be a Small Format Sales Representative with PBNA:

[View](#) our Job Preview Video

Here's a bit more about what your job will be. Day to day you will:

- Be the primary store-level salesperson and key point of contact to small format accounts like convenience and gas stores, small grocery stores, drug stores, restaurants, etc.
- Generate sales by identifying opportunities, conducting business reviews, communicating with customers, and providing exceptional customer service
- Rotate and stock products on shelves and displays, in coolers, vending equipment, and customers' backrooms
- Prioritize and execute daily tasks while servicing up to 100 accounts throughout the week
- Get regular feedback for improvement via key metrics.
- Collaborate with cross-functional Pepsi partners to meet customer needs
- Learn new technologies, products, and selling skills to grow the accounts and create efficiencies
- Build displays, set up promotional materials and get a workout by lifting, loading, pushing, and pulling cases ranging from 20-45 lbs. Position requires standing, walking, reaching, and squatting while merchandising product.
- Support Pepsi's strong safety culture by adhering all safety standards and procedures
- Work across a wide variety of weather conditions

### Requirements:

We'll teach you what you need to know, but we do have a few minimum requirements:

- 18 years or older
- Must have car to access multi-store locations within assigned shift
- Valid driver's license and proof of insurance

Helpful experience:

- Merchandising
- Selling beverages and/or consumer products

- Executing in-store marketing
- Managing a route
- Working with financial targets
- Customer Service

READY TO JOIN OUR PEPSICO FAMILY? APPLY NOW

For positions that require use of a personal vehicle for a sales route, mileage reimbursement is provided.

Our Company will consider for employment qualified applicants with criminal histories in a manner consistent with the requirements of the Fair Credit Reporting Act, and all other applicable laws, including but not limited to, San Francisco Police Code Sections 4901-4919, commonly referred to as the San Francisco Fair Chance Ordinance; and Chapter XVII, Article 9 of the Los Angeles Municipal Code, commonly referred to as the Fair Chance Initiative for Hiring Ordinance.

**Type of Position:** Full-time

**Driving Requirement:** Driving Required No CDL Required

**Shift:** Days

**Shift Starting Pay:** \$57,500 Annual Rate/Target Pay

For immediate consideration, please go to <https://www.pepsicjobs.com/main>

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, or disability status. PepsiCo is an equal opportunity employer.  
Minorities/Females/Disability/Protected Veteran/Sexual Orientation/Gender Identity

PepsiCo Beverages North America <https://www.pepsicjobs.com/main> Tell a Friend!