

Full Time Retail Sales Specialist Needed Immediate Openings (Wilmington)

hi



Location **Delaware**
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QR Code Link to This Post Retail Sales Specialist Full Time

Our company has the perfect opportunity for a candidate that looks forward to new product releases by top companies. This full time Retail Sales Specialist job is a fantastic opportunity for an individual who can work effectively with store management to increase sales and execute client-driven merchandising that meet the client's expectations. The sales representative will need to be outgoing, friendly, and be able to drive sales and brand awareness for our client's products at Top Major Retailers and Convenience Stores. You will be engaging and educating the customers on their next purchase of some of the leading brands in retail. The ideal candidate is independent, self-motivated, ambitious, and driven to succeed. Advantage Solutions offers competitive pay rates, support and training. This is a great opportunity to work with Advantage Solutions, the largest sales and marketing agency in North America.

Responsibilities:

- Meet and exceed sales goals, by educating store managers on merchandising analytics - more product nets more profitability.
- Share data on sales volume, seasonal profits, and maximize their sales revenue within the store using sales analysis from your company provided iPad.
- Must have the ability to communicate effectively both internally with ASM management and externally with all Customers.
- Sell at store level "live orders" on multiple clients (>5 clients) in over 50% of their stores on the monthly basis.
- Increase sales volume through promotional activity by selling and building displays, creating themes with related items to support holiday/special promo events, and making plan-o-gram adjustments when necessary.
- Maintain client objectives by insuring all authorized client items represented on the shelf have accurate and complete tags and making certain that un-saleable or out-of-code product is removed.
- Will work on the authorization of items to meet Client shelf schematic standards. Must be able to take direction regarding tagging, rotating, and placing POS

materials for products on shelf.

- Achieve sales goals and objectives by effectively managing time within your territory and executing plan-o-grams and sales displays.
- Increase sales by representing high established brands and maintaining customer relationships.
- Will complete accurate sales reports, paperwork, reports, retail activities, time, and expenses reports, etc.

- Qualifications:**
- High School Diploma or GED or equivalent experience.
 - (Preferred) Associates Degree or equivalent experience.

For immediate consideration, please choose the location nearest to you and copy/paste the link to apply:

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Advantage Solutions is one of North America's leading sales and marketing agencies specializing in outsourced sales, merchandising, category management and marketing services to manufacturers, suppliers and producers of food products and consumer packaged goods. Advantage Solutions services a variety of trade channels including grocery, mass merchandise, specialty, convenience, drug, dollar, club, hardware, consumer electronics and home centers. We bridge the gap between manufacturers and retailers, providing consumers access to the best products available in the marketplace today.

Advantage Sales and Marketing, LLC dba Advantage Solutions is proud to be an Equal Opportunity Employer.

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