



Frito-Lay Sales Associate / District Sales Leader

Join an industry leader and be a part of a company that sells over \$9 billion of Good Food For The Fun Of It! You will be rewarded with generous opportunities for career growth, a competitive compensation package, comprehensive benefits, and participation in the PepsiCo stock option plan.

The District Sales Leader will participate in a 12-month training program designed to provide an understanding of our business and the leadership skills necessary to perform the role of District Sales Leader (DSL). Upon successful completion of the training program, the District Sales Leader will lead a team of 8 to 15 Route Sales Representatives and is responsible for sales and expense accountability of \$4M to \$10M in annual revenue. This includes leading and overseeing day-to-day sales, sales operations, logistics, inventory, scheduling, training and customer selling. The accountabilities of the role include:

Plan to Make Plan - Convert volume plan into customer, store and activity plans.

Customer Selling - Conduct store level fact based selling activities. Coach Route Sales Representatives in developing selling skills.

Disciplined Execution - Ensure consistent, timely execution of key volume-driving activities with closed loop performance management.

People Leadership and Development - Strengthen, enable and develop the Route Sales Representatives team.

The 12-month on-boarding program will give you a comprehensive overview of our business including Frito-Lay, Region and Zone business initiatives, Key Account Management processes, Sales Operations, in-depth Route Training of our Direct Store Delivery distribution system, Financial Sales Management, and Leadership and People Management Training. To complete the program, you will be assigned a mini-district to manage with the ultimate goal of receiving your DSL training certification.

In this role, you can expect:

- Hands-on and professional sales management training
- Competitive, fast-paced work environment
- Challenging business proposition with a recognized leader
- Significant learning curve and autonomous culture
- Long-term set of growth opportunities
- Starting salary of \$58,000 annually (SoCal Region specific)

Successful candidates for this role must possess:

- Strong influence abilities and high level of integrity
- Demonstrated leadership ability
- Excellent communication skills
- Professionalism, dependability and desire for challenge
- Ability to manage multiple priorities simultaneously
- Ability to work with employees at all levels of the organization
- Ability to work in a team environment

Position Requirements:

- Bachelors Degree in Business or related major
- Prior sales or management experience is preferred, but not required. (**Including Internship experience**)
- Demonstrated leadership ability

Please send your resume and cover letter to stephanie.trout@fritolay.com and visit us at: www.fritolayjobs.com.