

# Access Strategies

<https://accesscpq.com/careers/territory-sales-rep-hartford-ct-2-2/>

## Territory Sales Rep – Columbia, CT

### Description

We are looking for an Outside "Retail Sales Specialist" to consult with Independent Convenience Stores. Candidates with strong communication, analytic, and problem-solving skills who can present clients' brands will stand out. You will help identify client needs, present and answer questions about our products and services and recommend solutions. A positive attitude and a desire to promptly resolve potential customer issues or complaints will make you successful in this role. Ultimately, you will ensure that you leave the store satisfied and you will contribute to the store's profitability.

### Responsibilities

- Utilize personal vehicle to travel to locations
- Use client data to identify top stores to target
- Provide accurate information (e.g. Top Items not being sold, merchandising fixtures, innovation)
- Answer customers' questions about specific products
- Conduct price and feature comparisons to facilitate purchasing
- Utilizing void reports to ID Stores and then ensure racks have proper UPC Tags
- Manage returns of merchandise
- Coordinate with the Retail Supervisor
- Inform retailers about special offers
- Provide customer feedback to the Retail Supervisor
- Record visit with mobile retail app
- Stay up-to-date with new products/services
- Minimal overnight travel (1-4 nights per month)

### Qualifications

- 2 years Minimum experience in Retail Consumer Outside Sales
- Utilization of database output within a Consumer Packaged Good at Retail
- Proven work experience as a Retail Sales Representative, Sales Associate or similar role
- Understanding of the Convenience, Grocery and or Mass store retail sales process
- Familiarity with consumer behavior principles
- Knowledge of inventory flow of goods to store
- Basic math skills
- Track record of achieving sales quotas
- Excellent communication skills, capable of building trusting relationships
- Ability to perform in fast-paced environments
- Flexibility to work in different areas

### Education:

- High school or equivalent (Required)
- Experience:
  - Cstore, Grocery or Mass Sales: 2 years (Required)
  - Outside sales-Retail: 2 years (Preferred)
- License/Certification:

### Hiring organization

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### Employment Type

Full-time

### Job Location

Remote work possible

### Base Salary

\$ 51,000

- Driver's License (Required)

**Job Benefits**

- 401k
- Dental insurance
- Disability insurance
- Health insurance
- Life insurance
- Paid time off
- Paid training