

## **EXCELLENT ENTRY LEVEL JOB TO THE FOOD INDUSTRY**

### **Sales Trainee**

Join the #1 Food Company in America!

**Kraft Foods** is looking for a Sales Trainee ready to begin a career in Sales. Responsibilities are to stock shelves, build displays, order & manage inventory and sell programs & displays for multi-temperature product lines at retail outlets. Sales Trainee will team with Route Sales Reps to cover assigned territories and fill in for vacations where needed. This is an entry-level position with opportunity for advancement.

Top brand names in the industry including Oreo, Chips Ahoy, Premium, Wheat Thins, Philadelphia cheese, Jello and other Kraft brand names.

The successful candidate will be highly adaptable, motivated, goal-oriented and will have experience in building sales relationships through sustained work ethic and customer service.

#### **Primary Responsibilities:**

- Training for the Sales Representative role - develop complete knowledge of Kraft Foods products, systems, and procedures, including: sales objectives, campaigns and promotions, sales brochures and order guides, sales presentations, sources of product and distribution, space management programs and uses, and proper merchandising.
- Inventory Management/Order Writing - develop skills in order writing and managing inventory.
- Stock shelves and rotate product - work in conjunction with the Sales Service Rep to ensure inventory is fully stocked, rotated and presentable at all times.
- Sell new products, displays, and promotions at store level as well as build and maintain displays.
- Cover open Sales Rep territories as part of development.

## Key Job Requirements:

- Customer service and selling skills
- Ability to perform sustained physical work ethic in a fast-paced work environment and meet the defined physical activities, (lifting, bending, carrying, pushing, pulling, etc.)
- Planning and organizing skills
- Strong interpersonal and effective communication skills
- Ability to act as business advisor to customers
- Creativity
- Problem solving skills
- Ability to work independently
- Must be able to work a five day schedule that includes Saturdays, Sundays, and early start times
- Valid Driver's License with good driving record
- College Degree strongly preferred but not required
  
- Grocery/Retail experience preferred but not required
- Must live within a reasonable commute distance
- Successful completion of drug test and general background check

## Training Provided:

- Company and job orientation
- On-the-Job Training and resources for personal development

## Miscellaneous:

Compensation: Competitive salary, sales incentive plan, excellent benefits

Bonus – S.I.P.: Sales Incentive Plan

Kraft is an equal opportunity/affirmative action employer m/f/d/v

Please send resume and cover letter to

[https://kraftfoods.taleo.net/careersection/kraft\\_careersite\\_external/job](https://kraftfoods.taleo.net/careersection/kraft_careersite_external/job)

[search.ftl?lang=en](#)

Join a sales organization with the most desired food products in the world!