
Route Sales Representative Resume

Job Objective

To obtain a Route Sales Representative position with established firm in which to utilize my experience and past training in this field.

Highlights of Qualifications:

- Extensive experience in Route Sales and sales & delivery
 - Proficient with Microsoft Excel and Word applications
 - Superior interpersonal communication and business development skills
 - Ability to Increase sales volume in all categories and product lines
 - Ability to impart high level of customer service
 - Ability to prioritize work tasks and multi-task
 - Good driving and safety record
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Professional Experience:

Route Sales Representative
Hostess Brands, Manhattan NY
November 2006 – Present

- Managed customer issues and acquired fresh business within the route territory.
- Partnered with accounts to enforce marketing promotions.
- Coordinated as part of a District Sales team.
- Reviewed account sales data.
- Managed sales goals and maximized profitability.

Route Sales Representative
PepsiCo, Manhattan NY
February 2001 – October 2006

- Marketed displays and set schematics.
 - Handled promotional activity and carried out daily route settlement procedures.
 - Innovated and enforced strategies for increasing market share and acted as primary interface with the customer.
 - Ensured high customer retention.
 - Imparted service to all customers.
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Education:

Bachelor's Degree in Business
Briar Cliff University, Sioux City, IA

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