
JOB DESCRIPTION

ROUTE SALES DRIVER

Core Requirements:

- Must have a Class A or B commercial driver's license
- Minimum Age: 21, as per Federal D.O.T. regulations
- Must be able to pass a D.O.T. Physical and Drug Screen
- Experience: Past route sales experience and a good driving record preferred

The route sales driver shall be responsible for, but not limited to, the following:

Drives truck over established route to deliver and sell products or render services of the dairy industry to customer's place of business.

Driver must follow all Department of Transportation regulations.

Collects money from customers, makes change, and records transactions on customer receipt. Writes customer orders and instructions; records sales or delivery information on daily sales or delivery record; calls on prospective customers to solicit new business; prepares order forms and sales contracts; informs regular customers of new products or services; and listens to and resolves service complaints.

(S)he will be required to climb, crawl, and walk in an upright as well as a bent position to facilitate the following:

- Load and unload product at destination
- Place stock on shelves or racks
- Set up merchandise and sales promotion displays
- Issue sales promotion materials to customers
- Collect or pick up empty containers or rejected or unsold merchandise

The route sales driver will have to stack and unstack items weighing 50 pounds from a height of approximately seven feet to the ground and back continually as well as drag stacks of milk weighing approximately 240 pounds, throughout the shift. Load and unload truck and carry merchandise. (S)he will be required to work in very hot (100°+) and very cool (less than 32°) environments throughout the year. (S)he will also be required to work outside most of the time, regardless of the conditions.

The successful candidate must keep the inside of the truck clean, perform routine maintenance on truck, and work and drive in a safe, courteous and efficient manner.

I understand the description of this job and the essential functions, as given above. I also understand that being banned from a customer account could subject me to immediate discharge. Furthermore, I understand that all of the duties are not described above, and that I will perform those above and other related duties as directed by my supervisor and management.

Signature _____

Date _____