



Blaze new trails. Never settle for second best. Succeed together, celebrate and do something bigger.

PepsiCo Canada is organized into two business units - PepsiCo Beverages Canada, which includes brands such as Pepsi, Gatorade and Tropicana; and PepsiCo Foods Canada, which includes Frito Lay Canada and Quaker foods & snacks. PepsiCo Canada, in turn, belongs to the global PepsiCo, Inc., family.

We have a winning formula...Passion for Results + Relationships = Growth. At PepsiCo Canada, we're committed to achieving business and financial success while leaving a positive imprint on society - delivering what we call **Performance with Purpose**, which is at the heart of every aspect of our business.

#### **PepsiCo is an Employer of Choice:**

- We offer career growth opportunities through robust full cycle career planning, talent development programs, and challenging and rewarding assignments nationally and internationally
- Work within a fast paced ever evolving business, meeting passionate colleagues and partners with diverse backgrounds and experiences
- Opportunity to work for a Tier 1 global company with Billion Dollar Brands
- Real world leadership – own your own route and be your own boss
- One of Canada's Top 100 Employers
- Inclusive and friendly culture
- Competitive pay

#### **SUMMER STUDENT ROUTE SALES REPRESENTATIVE – PepsiCo Foods Canada**

If you're a college or university student that is hungry for a challenge and have a taste for working with people, then we would like to meet you! We're looking for an energetic, innovative and independent individual to join Canada's largest sales team.

#### **Key Accountabilities**

You will develop and sustain a growing snack foods business and leverage your skills by selling, delivering and marketing our products to your assigned group of retail customers. Your responsibilities will include:

##### **Developing the Business**

- Selling and executing national and local promotions, soliciting placement of incremental marketing equipment, displays, racks and selling sufficient product inventory for customer volume demands
- Developing assigned accounts relative to sales volume, market share, product distribution, space allocation and customer service targets
- Identifying customer needs through a constant review of the highest selling products and frequent communication with store managers

##### **Delivery and Merchandising**

- Executing hands on activities with excellence, including but not limited to managing product placement on shelves, increasing shelf facings and racks, handling carton returns and managing inventory movement
- Operating a route sales truck including loading and unloading of product, OR operating a personal vehicle along an established route
- Managing inventory according to PepsiCo Foods Canada best practices to ensure balanced accounts and fresh products

#### **Minimum Requirements**

- Excellent communication skills- great with people able to maintain and improve customer relationships
- Organizational skills - able to handle multiple priorities, problem solve, and meet deadlines
- Motivated and enthusiastic – spirited individual who can keep their energy up all day long
- Sales experience with a consumer packaged goods or retail organization preferred
- Physically active/strong - able to lift approx. 50 pounds/be on your feet all day
- High School diploma required, University/College education is an asset
- Valid G driver's license and a flawless driving record
- Able to work early mornings and weekends

If sales is your strength, and you are eager to learn a world-class business and represent some of Canada's most loved brands like Lay's, Doritos and Tostitos, then this might be the career for you!

Apply TODAY via: [www.pepsico.ca/careers](http://www.pepsico.ca/careers) OR email: [jessica.purvis@pepsico.com](mailto:jessica.purvis@pepsico.com)  
Keyword Search: **Summer Student Route Sales Representative**

*"What makes you unique, makes us better."*