District Sales Representative
East Bay District Office

We’re looking for energetic, creative, and talented employees to join our dynamic organization! We are a results-driven sales and marketing organization that contributes over $1 billion to public education every year. If you are looking for an opportunity to make a difference and you are motivated to use your knowledge and experience to build a challenging and satisfying career – look no further! The Lottery strives to create a work environment that supports the growth and development of its employees and recognizes the contribution of each individual. We also offer a variety of development opportunities for our staff. What are you waiting for? Apply today!

Salary
$3,364 – $4,089

Final Filing Date
February 21, 2012

Applications postmarked after the Final Filing Date will not be accepted.

Position Number
358-721-1790-933

Questions About the Job
Mona Sanders  (510) 670-4823

Position Location
Sales and Marketing Division
East Bay District Office
2489 Industrial Parkway West
Hayward, CA  94545

Send Application To
California State Lottery
Attn: Brenda (721)
P.O. Box 2630
Sacramento, CA 95812-2630

Duties
Under the direction of the District Sales Supervisor, the District Sales Representative’s responsibilities include:

- Act as a liaison in field contacts between the Lottery and their assigned retail accounts
- Make professional sales calls on a predetermined weekly or biweekly schedule and provide service to the retailer network by distributing Point-of-Sale (POS) materials
- Provide merchandising expertise
- Develop new accounts and recruit new retailers
- Gather information about suspected violations of state laws or Lottery policies and recommend corrective action on simple violations; refer violations to the Lottery’s Security/Law Enforcement Division for further investigation
- Maintain accurate records of retailer contact/schedule visits, vehicle maintenance and mileage, and perform other job-related duties as required

Desirable Qualifications
Applicants applying for this position should:

- Possess a valid drivers’ license of the appropriate class (Class C) issued by the Department of Motor Vehicles prior to appointment
- Have knowledge and experience with the principles and practices of product marketing and merchandising using POS materials and display techniques
- Be willing to travel and perform work requiring irregular hours
- Have a demonstrated ability to develop sales quotas and marketing plans for retailers
- Be able to use good judgment in dealing with people and have the ability to communicate effectively

Who Should Apply
Applicants must be state employees who are currently in the District Sales Representative classification, or have current list or transfer eligibility for appointment to this class. Applications will be screened for eligibility and only those that best meet the requirements of the job will be considered. Appointment is subject to SROA/Surplus provisions.

Equal Opportunity Employer: The California State Lottery is an equal opportunity employer to all regardless of race, religion, ancestry, disability, age, sexual orientation, color, creed, national origin, sex, marital status or political affiliation.

Background Investigation: The California State Lottery Act provides that no person may be hired as an employee of the Commission if that person has been convicted of a felony or any gambling related offense. A background check will be required.