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# Example of Distributor Job Description

Our innovative and growing company is looking to fill the role of distributor. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for distributor

* Conducting territory analysis by developing the most efficient coverage pattern for the territory call frequency for major accounts, consistent with marketing plans
* Conducting basic in-salon product knowledge classes and in-salon education classes for all manufacturer product systems
* Developing sales, marketing, promotion and educational plans with the top 20 percent of customers by product and concept based on customer history
* Assisting salons in developing, planning, implementing, monitoring and tracking results of all in-salon promotions, programs and concepts
* Establishing a business relationship to gain customers’ trust and confidence so that selling and customer service can be delivered more effectively
* Establishing major account call reporting customer profile cards that contain pertinent account data and includes facts that accurately outline marketing, sales and merchandising strategy levels in each major account
* Implementing and maintaining a current and effective customer visit schedule
* Implementing advertising and merchandising programs and survey assignments to complete marketing services and support to each account
* Developing, with Sales Manager approval, specific distribution and volume objectives for each account with systems to report regularly on the progress
* Reporting weekly to the Sales Manager regarding calls, visits, orders, follow-up plans, assistance needed, status of sales progress, and so on

## Qualifications for distributor

* Associates degree in a related technical field (detailing, drafting, CAD drawing, BIM, interior design, ) or equivalent experience required
* Physical ability to operate distributor and to perform manual labor as needed, such as shoveling or raking, under extreme temperatures and for extended hours of time
* Ability to lift up to 50 lbs while using proper lifting techniques
* High levels of financial and P&L literacy strong planning and project management skills are important
* Operate asphalt distributor truck
* Ability to apply liquid from distributor to designated area with attention to detail and emphasis on craftsmanship