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# Example of Route Sales Job Description

Our innovative and growing company is searching for experienced candidates for the position of route sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for route sales

* Analyze sales data to help drive brand growth with customers through increased sales and the acquisition of new space and displays
* Establish and maintain effective customer relationships to initiate and maximize sales in retail to ensure client retention by exceeding expectations with new and current customers
* Protect company assets by diligently performing all duties in a safe manner, including safely handling products delivered and payments collected
* You’ll need the ability to get a CDL class B license with airbrake endorsement and have a clean driving record
* You need to be able to work in all kinds of weather while working out on your own with limited supervision
* You will get way more than your recommended 10,000 steps in a day, with plenty of water to keep you hydrated during the day
* You must have the ability to obtain a DOT medical card for the purpose of working for Nestle Waters
* Most importantly, you need to have a professional image and demeanor
* Identify and acquire high quality, long-term, "preferred" customers to support growth through acquisition
* Protect company assets, including collection of equipment and payments

## Qualifications for route sales

* Able to perform general office skills
* Incumbent is proficient or can be trained to sell product to customers
* Must have at least one year of Class B CDL driving experience
* Two or four year college degree preferred
* A minimum of 5 years sales experience in route sales delivery
* A valid Driver's License with a good driving record is required, a CDL-B Driver’s License may be required