



Job Announcement

Regional Sales Representative – Coeur d’Alene

The Idaho Lottery is seeking a Regional Sales Representative to join our fast-paced, fun team, to serve the Coeur d’Alene area including Rathdrum and St. Maries.

The Idaho Lottery Sales Representative serves as the first point of contact to Lottery retailers and routinely visits each location in their assigned area to monitor Lottery products to ensure each retailer has sufficient stock and maintains current games. This position works to ensure that retailers are meeting monthly sales goals and that each retailer has marketing and promotional material and proper working equipment. The Sales Representative trains players, clerks and other retailer personnel on Lottery products and equipment while continuously creating interest in the products, introducing new products and constantly recruiting new retailers.

The Regional Sales Representative has the following responsibilities:

- Manage all retail accounts in assigned region
- Monitor machine installation and training within region
- Perform sales analysis for Retailers and implement improvement plans when needed
- Introduce state-wide promotions and new game information in region
- Maintain a consistent call cycle to cover assigned region
- Maintain and distribute all point of sale for region
- Manage all Lottery inventory for retail locations
- Operate sales force automation route/retailer management system
- Conduct promotions/clerk incentives at retail locations
- Recruit new accounts in individual region
- Work to achieve sales goals
- Place permanent signage and maintain best practices at retail locations
- Maintain Lottery vehicle

Knowledge, Skills and Requirements

Qualified applicants must:

- Have good knowledge of marketing and sales principles, specifically project planning, concepts, practices, and goals
- Have excellent computer skills

- Possess excellent customer service skills
- Be able to work independently and with limited supervision
- Be motivated to succeed
- Have and maintain a good driving record
- Be able to travel to Boise or other parts of the State for occasional training and meetings, including one week of initial training in Boise upon hire
- Possess a current, valid drivers' license
- Be able to successfully pass criminal, credit, and public records background checks conducted by the Idaho Lottery

This is a full time position and applicant must live in the Coeur d'Alene area to service the region properly. Regional Sales Representative spends most of the day on the road visiting and calling on retail accounts and also works out of their home with occasional work in the Idaho Lottery Office, located in Boise. Pay for this position is \$16.00 - \$18.00 per hour, plus full benefits.

The Idaho Lottery is a self-governing State agency and offers a great benefit package including: medical, dental, vision, disability and life insurance; paid sick and vacation time; all paid State holidays; State retirement program (PERSI); and many others.

If you feel this is the job for you and you wish to apply, please send a cover letter and your resume to jobs@lottery.idaho.gov, or send to the Idaho Lottery, Attn: Jennifer Quinno-Miller, 1199 Shoreline Lane, Suite 100, Boise, Idaho 83702. Job posting closes March 24, 2017. Submissions must be received or post marked BY end of day on the closing date. Those received or post marked after the closing date will not be considered.

***Applications without BOTH a cover letter and resume may not be considered. Please include details about your interest in this position and what makes you a qualified candidate in your cover letter.**

The Idaho Lottery is an Equal Opportunity Employer!