

Job Information	
Job ID	3846221
Job Title	Region Sales Leadership Associate
Job Description	<p>The Coca-Cola Company is one of the world's most loved, recognized, and powerful brands. The Sales Leadership Associate position is a two year leadership development program for individuals interested in becoming a people leader within our front line sales organization. During the two year program, the Sales Leadership Associate will complete challenging rotation assignments, structured learning and development, and will have opportunities to network with leaders and peers across the Coca-Cola system. The program's rotational experiences are designed around two sales channels – the On-Premise Channel and the Home Market channel:</p> <ul style="list-style-type: none"> • The On-Premise rotation is designed to build deep front line selling experience with our customers who sell Coca-Cola products to be enjoyed on their premises (i.e.; restaurants, hospitals, gyms, and schools). The Sales Leadership Associate will work as an Account Representative and Market Development Manager and will have the opportunity to build relationships with external customers and with leaders and peers within the Coca-Cola System. They will be expected to execute and close sales calls focused on value added selling activities. The Sales Leadership Associate will support contract renewal negotiations as requested. They will develop customer relationships and review business results with customers ensuring account and customer standards are met. Must have the ability to create and conduct sales presentations. • The Home Market rotation is designed to build deep front line selling experience with our customers who sell Coca-Cola products for future consumption (i.e.; convenience stores, grocery stores and large stores like Wal-Mart, Target). The Sales Leadership Associate will work as an Account Manager and will be responsible for building customer relationships and for increasing business by selling and ordering products within his or her sales territory of existing customer base. Sales Leadership Associate will learn technology designed to help determine product needs and will be able to place and transmit appropriate orders and maintain company merchandising standards. Must have the ability to create and conduct sales presentations. <p>The targeted end-destination role is a people leader role within field sales, which include Merchandising Supervisor or District Sales Manager positions. In these positions, you will manage a team of 6 to 8 merchandisers or field sales associates. The Sales Leadership Associate position does require that the candidate commit to staying in the assigned regional area for the entire two-year rotational program.</p> <p>Required Qualifications:</p> <ul style="list-style-type: none"> • Graduating Senior; ; Degree must be obtained prior to starting the program • Must have reliable transportation (NOTE: A personal car used for business purposes must not be older than 5 years to be eligible for reimbursement through the company Auto Allowance policy. EXAMPLE: For Sales Leadership Associates starting June 2014, the model year of their vehicle would need to be 2009 or newer to be compliant) • Must be geographically mobile (Assignments can be located throughout the U.S. and most likely will be in New York, Florida, California, Georgia, Illinois, Texas, Ohio, Washington, and Arizona) <p>Desired Qualifications:</p> <ul style="list-style-type: none"> • Demonstrated sales and/or customer service experience

	<ul style="list-style-type: none"> • Proven leadership abilities • Excellent communication, organizational and interpersonal skills • Strong technical and analytical skills <p>Location of Program Multiple US Locations GPA Required: Minimum 3.0 GPA</p>
Type of Job	Full Time
Job Location	Multiple Locations, Oregon
Posting Date	02/06/2015
Expiration Date	02/25/2015
Job Requirements	
Degrees Wanted	Bachelors
Majors Wanted	Business Administration; Communication; Economics; English; Entrepreneurship; Environmental Ethics and Policy; Environmental Science; Environmental Studies; Finance; General Studies; Global Business; Management Communication; Marketing and Management; Organizational Communication; Psychology; Sociology
Job Targets Wanted	Any Job Target
Special Skills Wanted	
Minimum GPA	3.00
Other Job Requirements	
Company Information	
Company Name	Coca-Cola North America
Company Description	The Coca-Cola Company (NYSE: KO) is the world's largest beverage company, refreshing consumers with more than 500 sparkling and still brands. Coca-Cola's portfolio includes 12 other billion dollar brands, including Diet Coke, Fanta, Sprite, Coca-Cola Zero, Vitaminwater, Powerade, Minute Maid, Simply and Georgia. Globally, we are the #1 provider of sparkling beverages, juices and juice drinks and ready-to-drink teas and coffees. Through the world's largest beverage distribution system, consumers in more than 200 countries enjoy the Company's beverages at a rate of 1.6 billion servings a day. Committed to building sustainable communities, Coca-Cola is focused on initiatives that protect the environment, conserve resources and enhance the economic growth of the communities where we operate.
Equal Opportunity Employer	Yes
Contact Information	
Contact	<p>Name: Yolanda Bevel-Davis Address: 2500 Windy Ridge Parkway Atlanta, GA 30339 Phone: 770-989-3639</p>

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Application Instructions	Please send a resume and cover letter addressed to Yolanda Bevel-Davis to career@up.edu . Applications are due Feb. 25, 2015. Please attach your cover letter and resume in one PDF.