

<p>Position Description for Distribution Sales Associate (DSA)</p>
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Scope of Performance

Utilizing an entrepreneurial spirit, engage in promotional activities to expand the Company's product presence within business community, social networks, and other targeted marketplaces.

Essential Functions

- Communicate with persuasiveness and enthusiasm to encourage interest in the Company's distribution product offering
- Actively participate in business to business and community programs as a means for establishing a reliable market for promotion and distribution
- Create effective relationships within the marketplace, representing the Company with poise, credibility, and professionalism
- Appropriately follow through on sales potentials, answering questions and resolving issues or concerns
- Consistently achieve results with continuous scanning of the environment for new promotion opportunities
- Develop viable leads and actively connect with prospective clients to maximize purchase potential
- Work independently and demonstrate self-initiative in obtaining distribution goals and objectives

Monthly Objectives

Actively market our product by distributing 80 promotional pieces each month.

Position Classification

This position is driven by outside sales and marketing responsibilities. Incumbents of this job are considered to be exempt employees of the Company.

Work Environment

The employee will engage at work outside of the Company's office location. This may include, but is not limited to: public places, private homes, business settings, and other sites which facilitate the promotion and distribution of our product.