



District Sales Supervisor

San Francisco Office

We're looking for energetic, creative, and talented employees to join our dynamic organization! We are a results-driven sales and marketing organization that contributes over \$1 billion to public education every year. If you are looking for an opportunity to make a difference and you are motivated to use your knowledge and experience to build a challenging and satisfying career – look no further! The Lottery strives to create a work environment that supports the growth and development of its employees and recognizes the contribution of each individual. What are you waiting for? Apply today!

Salary

\$3,826– \$4,741

Final Filing Date

May 24, 2017

Applications postmarked after the Final Filing Date will not be accepted.

Position Number

358-722-2048-912

Reference the above position number in the “Job Title” section of the State application, STD. 678.

Questions About the Job

careers@calottery.com

(916) 822-8250

Position Location

Sales and Marketing Division
820 Dubuque Avenue
South San Francisco, CA 94080

Send Application To

California State Lottery
Human Resources Division (722)
P.O. Box 2630
Sacramento, CA 95812-2630

Who Should Apply

Applicants must have current list eligibility for appointment to this class, be a State employee who has transfer eligibility, Training and Development eligibility or is currently in the District Sales Supervisor classification, Applications will be screened for eligibility and only those that best meet the requirements of the job will be considered. Appointment is subject to SROA/Surplus provisions

Duties

Under the direction of the Lottery Manager (Sales), the District Sales Supervisor’s responsibilities include:

- Supervise a large group of District Sales Representatives
- Assist the Lottery Manager (Sales) in the efficient implementation of all Lottery sales, marketing and merchandising programs
- Recruitment, selection, training, performance evaluation
- Coaching in the areas of selling and promotional techniques
- Field monitoring of the District Sales Representative’s territories; including, but not limited to, inspection and coordination of Point of Sale materials, effectiveness, quantity, appropriateness and condition
- Interaction with Lottery retailers
- Observe adequacy of MEGA Millions, Super Lotto, Fantasy 5, Daily Derby®, Daily 3, Daily 4, Hot Spot® and other online products and services at retail locations
- Recruitment and selection of new retail locations
- Assist in the operation of the District Office by directing and coordinating field staff, establishing work priorities, preparing correspondence and reports, monitoring sales quotas, acting as local district Lottery spokesperson and coordination of special projects assigned by the Lottery Manager

Desirable Qualifications

Applicants for this position should:

- Possess a valid driver license of the appropriate class (Class C) issued by the Department of Motor Vehicles prior to appointment
- Have knowledge and experience with the principles and practices of product marketing and merchandising using Point of Sale materials and display techniques
- Ability to travel and perform work requiring irregular hours
- Have a demonstrated ability to develop sales quotas and marketing plans for retailers
- Ability to use good judgment in dealing with people and communicate effectively

Equal Opportunity Employer: The State of California is an equal opportunity employer to all regardless of age, ancestry, color, disability (mental & physical), exercising the right to family care and medical leave, gender, gender expression, gender identity, genetic information, marital status, medical condition, military or veteran status, national origin, political affiliation, race, religious creed, sex (includes pregnancy, childbirth, breastfeeding and related medical conditions), and sexual orientation.

Background Investigation: The California State Lottery Act provides that no person may be hired as an employee of the Commission if that person has been convicted of a felony or any gambling related offense. A background check will be required.