



Lottery Ticket Sales Senior Specialist

JC-65689

We're looking for energetic, creative, and talented employees to join our dynamic organization! We are a result 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. We also offer a variety of development opportunities for our staff, on-site security, on-site restaurants, Golden One ATM, and free parking. What are you waiting for? Apply today!

Salary

\$3,085 - \$3,864

Final Filing Date

June 5, 2017

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

Position Number

358-726-9079-913

Reference the above position number in the "Job Title" section of the State application

Questions About the Job

careers@calottery.com

(916) 822-8471

Position Location

Sales & Marketing Division
Scratchers® Inventory Management Center
700 North 10th Street (off Richards Blvd.)
Sacramento, CA 95811

Send Application To

California State Lottery
Attn: Human Resources Division (726)
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 Lottery Ticket Sr. Specialist 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 general supervision of the Lottery Ticket Sales Supervisor, responsibilities include but are not limited to:

- Manage Scratchers ticket inventory within an assigned territory or chain account group of retailer locations by reviewing and compiling complex sales data via a computer database to determine the appropriate amount of scratchers tickets and mix of games to be ordered on a daily basis that will ensure sufficient inventory to last until the next normal order day usually weekly.
- Analyze inventory to provide the correct variety and adequate Scratchers inventory to meet CSL sales goals.
- Analyze "shortage reports" and resolve in a manner which provides a variety and sufficient Scratchers inventory to meet California Lottery sales goals.
- Make outbound retailer calls to gain retailer order acceptance, and motivate retailers to confirm and activate tickets.
- Keep retailers informed of pertinent information such as new games, game features, sales promotional events, sales campaigns, and/or monies owed.
- Provide on-going consultation to supervisory and/or management staff related to the most sensitive and complex retailer sales analysis.
- Serve as lead for Lottery Ticket Sales Specialist staff, providing training, direction and support, and ensure all orders within a particular district are accurate.
- Handle the more complex retailer orders and coordinate special retailer requests.
- Communicate and interface with District Sales Representative staff to resolve local and field problems; participate in the District Office sales meetings; provide support to Lottery Security with regard to various investigations; conduct telephone surveys to obtain critical retailer feedback and follow-up on confirmed orders.

Desirable Qualifications

Competitive applicants applying for this position will have:

- Ability to evaluate situations accurately and take effective action
- Ability to handle multiple projects and meet deadlines
- Ability to use good judgment in dealing with people
- Communication skills
- Demonstrated ability to research and interpret data

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.