



## Route Sales Representative Santa Ana District Office or San Diego District 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

\$2,791 - \$4,065

### Final Filing Date

January 18, 2018

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

### Position Number

358-710-1791-945

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

### Questions About the Job

Tamis Reed  
(916) 822-8471

### Position Location

Sales & Marketing Division  
3400 West Warner Ave. Suite- C10  
Santa Ana, CA 92704

Sales & Marketing Division  
5656 Ruffin Road  
San Diego, CA 92123

### Send Application To

California State Lottery  
Attn: Human Resources JC 94881  
700 North 10<sup>th</sup> Street (MS6-5)  
Sacramento, CA 95811

### Who Should Apply

Applicants must have current list eligibility for appointment to this class, or be a State employee who has transfer or Training and Development eligibility or is currently in the Route Sales Representative 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 direction of the District Sales Supervisor, the Route Sales Representative's responsibilities include:

- Ordering, delivering and inventory of Scratchers® tickets for each retailer to supply in-counter display units and vending machines
- Maintaining all equipment and supplies
- Collecting money from vending machines for Scratchers® and draw games and ensure appropriate credits/debits, or monies are accurately recorded
- Providing service to assigned retailers by distributing Point-of-Sale (POS) material
- Providing merchandising expertise
- Gathering information about suspected violations of state laws or Lottery policies and recommend corrective action on simple violations; refer violations to the Lottery's Security/Law Enforcement Division for further investigation
- Maintaining accurate records of retailer contact/schedule visits, vehicle maintenance and mileage, and perform other job-related duties as required
- In-state travel will be required

### Minimum Qualifications:

- A valid drivers' license of the appropriate class (Class C) issued by the Department of Motor Vehicles prior to appointment
- 2 years of sales experience

### Desirable Qualifications

Competitive applicants applying for this position will have:

- Knowledge and experience with the principles and practices of product marketing and merchandising using POS materials and display techniques
- Willingness to travel and perform work requiring irregular hours
- Capability to develop sales quotas and marketing plans for retailers
- Ability to use good judgment in dealing with people and communicate effectively
- Bilingual skills are desirable, but not required

**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.