



**TITLE:** Sales Merchandiser (Route)  
**LOCATION:** Inland Empire, Southern California

**THE OPPORTUNITY:**

hint® water, one of the fastest growing beverage companies in the market, is looking for a dynamic, eager individual to join our team as a Sales Merchandiser. The job will be based in Southern California focusing in the Inland Empire area. This role works closely with our Area Sales Managers and Distributor partner following a specific delivery schedule/route ensuring that our products are received, invoiced and placed on display/shelves in a timely manner and in accordance with the plans sold in by the ASM. Target, and similar stores will be the biggest customers. This is a great entry-level job for someone who is seeking to come in at the ground-level with a growing beverage company.

**WHAT WILL YOU DO?**

- Serve as a liaison between the distributor, and receiver
- Follow a schedule/ route laid out by Area Sales Manager
- Establish and maintain positive relationships with ‘Gatekeepers’ at key retail accounts, such as receivers and department managers at key retail accounts
- Build/ maintain displays, replenish coolers and stock shelves using back stock to minimize out of stocks
- Ensure that POS and signage is up to date
- Communicate with District Manager to plan for promo weeks, displays and other sales efforts
- Serve as an external facing point person at hint water and be a key contributor to the sales team
- Track/ monitor progress by consistently using CRM tools to document important info, take pictures and schedule follow up

**WHO WILL YOU WORK WITH?**

- **Sales Team**
- **Reports to:** Regional Sales Manager, SoCal

**WHO ARE YOU?**

The ideal candidate is extremely organized, proactive, and is hungry to learn and contribute. This is a dynamic opportunity that will give the candidate exposure to numerous sales initiatives and marketing channels, with lots of potential for upward mobility.

- At least 1-2 years of relevant experience/internship preferred
- Experience in the CPG industry, Hospitality/ Restaurant industry or Retail Industry preferred
- Reliable with a strong sense of integrity. Energetic, positive and focused
- Effective and professional communication skills (written and verbal)
- Proactive self-starter but able to take direction. Comfortable working solo and as part of a team
- Great attention to detail, organization and time management. Methodical with follow up.
- Driven toward upward mobility with a hunger to learn every step of the way
- Passionate about living an active and healthy lifestyle
- Reliable vehicle with a clean driving record is a must

## **WHO ARE WE?**

**hint**® is a refreshing alternative to sodas, juice and other sweetened drinks and it tastes great! We are on a mission to help the world live a healthy lifestyle, both by offering our delicious products for consumption, and by supporting other healthy initiatives. Apparently, we have struck a chord, and our water is popping up in all sorts of places such as Time Magazine, the Academy Awards, on Grey's Anatomy and in the hands of fans such as John Legend, Steven Spielberg and Charlize Theron. hint was named one of the "15 Startups You Need to Know for 2015" by Forbes.

Founded in 2005 by former AOL Executive and Award-Winning Entrepreneur, Kara Goldin, **hint**® has expanded to over 16 delicious flavors and 6 flavors of **hintfizz**®, a line of unsweetened sparkling water. We recently introduced our third product line, **hint kick**™, marrying the same delicious fruit-kissed water with a light touch of caffeine! The leader in flavored essence water, **hint**®, and **hintfizz**®, can be found in fine grocery and retailers across the United States such as Whole Foods, Andronico's, The Fresh Market, Starbucks and Bristol Farms. **hint**®, can also be purchased online at [www.drinkhint.com](http://www.drinkhint.com) and Amazon.com.

The idea behind hint is simple: pure water, nature's original refreshment, accented with fruit essence. No sugar, no diet sweeteners. EVER.

HINT, Inc. is headquartered in San Francisco, California.

[www.drinkhint.com](http://www.drinkhint.com)

**If this sounds like you, please send cover letter and resume to Gina Draghi, at [Gina@drinkhint.com](mailto:Gina@drinkhint.com).** Please include "Sales Merchandiser, SoCal, Inland Empire" in the subject line – thanks.

**We look forward to meeting you.**