



# District Sales Representative

Santa Ana 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

\$3517-\$4403

## Final Filing Date

November 8, 2016

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

## Position Number

358-741-1790-927

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

## Position Location

Sales and Marketing Division  
Santa Ana District Office  
3400 W. Warner Ave. Ste. F  
Santa Ana, CA 92704

## Send Application To

California State Lottery  
Attn: Human Resources Division (741)  
P.O. Box 2630  
Sacramento, CA 95812-2630

## Questions About the Job

[careers@calottery.com](mailto:careers@calottery.com)

(916) 822-8419

## Who Should Apply

Applicants must have current list eligibility for appointment to this class, or be a State employee who has transfer eligibility or is currently in the District 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 direction of the District Sales Supervisor or Lottery Sales Manager, the District Sales Representative's responsibilities include, but are not limited to:

- Make professional sales calls on a predetermined weekly or biweekly schedule to service the retailer network
- Provide service to the retailer network by distributing Point-of-Sale (POS) materials
- Provide merchandising expertise
- Analyze data and sales activities
- Develop alternatives to correct problems and increase sales
- Develop new accounts and recruit new retailers
- Monitor retailers to ensure Scratchers® tickets are received, stored, and sold in a secure manner in accordance with California State Lottery (Lottery) policy
- Gather information about suspected violations of State laws or Lottery policies and recommend corrective action on simple violations
- Refer violations to the Lottery's Security and Law Enforcement Division for further investigation
- Maintain accurate records of retailer contact/schedule visits, vehicle maintenance and mileage

## Desirable Qualifications

Competitive applicants applying for this position will have:

- A valid drivers' license of the appropriate class (Class C) issued by the Department of Motor Vehicles prior to appointment
- Knowledge and experience with the principles and practices of product marketing and merchandising using POS materials and display techniques
- Ability to travel and perform work requiring irregular hours
- Ability to develop sales quotas and marketing plans for retailers
- Good judgment in dealing with people
- Ability to communicate effectively
- Bilingual skills are highly desirable but not required
- 2 years wholesale experience needed

**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.