



Connecticut Lottery Corporation

(Open to the Public)

TITLE: Lottery Specialist (Sales/Corporate Accounts)

LOCATION: Sales Department

SALARY: \$69,393.00 starting annual salary

This position is responsible for developing policy and procedures for field staff for execution of programs in Corporate Chain Stores, works with sales staff to implement authorized programs from Corporate Headquarters, conducts sales calls and store visits with Chain buyers to promote the Lottery category. Conducts top to top management meetings with Corporate Account staff, develops and presents business plans based on the goals of the Corporation's Sales and Marketing Plan; oversees development and implementation of special promotions in corporate accounts, including recruiting potential Corporate Accounts, and performing related duties as required.

Experience/Qualifications: Must possess a minimum of eight (8) years of experience in sales, sales promotion, or a closely related field. One (1) year of experience as a Lottery Sales Representative 2 may be substituted for minimum experience. This position requires the knowledge of lottery process, games, games management system reports and promotional materials, knowledge of advertising and display methods. This position requires excellent interpersonal, written and verbal communication skills. The ability to conduct presentations and interact with all levels within a corporate account structure and diverse customer base is essential. This position also requires the ability to plan and execute conferences and events. Must possess computers skills with proficiency in Microsoft Offices as well as the ability to learn new computer software system is expected. College training may be substituted for experience subject to applicable rules.

Interested candidates must submit a CLC application, available at www.ctlottery.org, along with a cover letter and resume to:

Connecticut Lottery Corporation, Human Resources
777 Brook Street, Rocky Hill, CT 06067

Fax to (860) 713-2670; or e-mail to HR@ctlottery.org.

Only those CLC applications received by **Friday, May 18, 2018**, close of business will be considered.

Offer of employment is subject to licensing and other applicable policies.

The Connecticut Lottery Corporation is an equal opportunity/affirmative action employer and strongly encourages the applications of women, minorities and persons with disabilities.