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WISCONSIN LOTTERY

Lottery Division

Field Marketing Representative - Wisconsin Lottery

Job Announcement Code: 2002549

County(ies):	Crawford , Grant , Green , Iowa , Lafayette , Richland
Classification Title(s)/JAC:	LOTTERY SERVICES SPECIALIST - 2002549
Job Working Title(s):	Field Marketing Representative LOTTERY SERVICES SPECIALIST - SENIOR - 2002549 Field Marketing Representative
Type of Employment:	Full Time (40 hrs/week)
Salary:	Starting salary for the Lottery Services Specialist (LSS) (07-04), pays between \$18.32 to \$30.21 per hour (\$38,106 to \$62,837 annually); and the LSS-Senior (07-03), pays between \$23.85 to \$39.36 per hour (\$49,608 to \$81,869 annually) depending on qualifications, plus excellent benefits. Current state employees pay will be based on the provisions in the Compensation Plan. A twelve-month probationary period is required.
Contact:	Linda Weber, Human Resources Specialist - Senior, 608-261-7687 , LindaS.Weber@wisconsin.gov
Bargaining Unit:	Non-Represented
Area of Competition:	Open
Deadline to Apply:	11/24/2020 11:59 p.m. CST

Are you a looking for an opportunity to work in a fun, dynamic sales environment in a salaried sales position?

Are you a self-motivated professional seeking to improve your work/life balance while building relationships with decision makers?

If so, consider applying for this challenging and rewarding opportunity with The [Wisconsin Lottery](#), an over 700 million dollar a year business, a division of the [Wisconsin Department of Revenue](#).

Our Field Marketing Representatives (FMRs) manage a wide variety of sales functions associated with developing and servicing lottery retail accounts. They will travel to customer locations daily and visit all regional retailer locations (e.g. convenience stores, grocery stores, etc.) on an assigned basis, using a state fleet vehicle whenever possible. FMRs will also establish and achieve sales goals and objectives and provide the retailer a business plan and the assistance to meet those goals for all product categories.

We are seeking an energetic sales professional with excellent communication skills to join our team.

The position will be home based, predominately covering a territory in the South West portion of Wisconsin that includes the following counties: Crawford, Grant, Green, Iowa, Lafayette, and Richland.

For more information about DOR, visit our website at <http://www.revenue.wi.gov/>.

[Working for Wisconsin State Government Video \(click here\)](#). As a state employee you will receive nine paid

holidays, 4.5 days of personal holiday, sick and vacation leave. The state also offers a [comprehensive benefit package](#).

Position Summary: We will be filling this position at the Lottery Services Specialist (LSS) or the LSS-Senior level depending on the qualifications of the selected candidate.

For a complete copy of the position descriptions, click on the following links: [Lottery Services Specialist \(LSS\)](#) and [LSS-Senior](#).

Special Requirements:

Valid Driver's License/Travel: This position requires a valid driver's license, and must qualify to drive a state fleet vehicle, to be able to travel to customer locations daily. Some overnight travel is required.

Lifting: This position requires the ability to lift up to 40 pounds from the floor to table, or cart during a sales presentation with or without assistance.

Special Notes: Please reference [General Information about Jobs in WI State Government](#). The Department of Revenue will conduct a criminal background check, fingerprint check, and a tax compliance check prior to making an offer of hire. Interview results may be reused in accordance with the State of WI interview reuse policy.

Applicants must be eligible to work in the United States. The Department of Revenue does not sponsor work or student visas, either at time of hire or at any later time.

Qualifications: You will submit a resume and cover letter that will be evaluated based on how each of your documents clearly address the qualifications we outline below and will determine your eligibility to participate in the next step of the selection process. Limit EACH separate document to a maximum of THREE (3) pages (pages in excess will not be evaluated). You will NOT be evaluated if you fail to submit both required documents.

Ensure you have clearly described your specific role/what you did, your level of responsibility (e.g. worked independently, etc.) scope, duration, specific nature of your duties for all of the qualifications. Make sure you provide examples that clearly describe your experience that demonstrate your level of expertise for all the qualifications.

Minimum qualified applicants (at both the LSS and LSS-Senior levels) must have **professional work experience** in each of the following:

1. Outside field sales (outside of the office) experience selling products and/or services. Be sure to describe the types and total number of accounts for which you were responsible.
2. Implementing sales plans (e.g., customer specific, includes goals and benchmarks, etc.).
3. Monitoring or evaluating sales goals/quotas of assigned accounts.
4. Securing space and/or positioning of products within a retail environment.
5. Experience selling retail initiatives (e.g., promotions, spiffs, or incentives, etc.).

Well qualified applicants (LSS-Senior level) will also have **professional work experience** in a **minimum of one (1) or more** of the following (in addition to the minimum qualifications):

1. Developing or revising sales plans in order to improve performance.
2. Developing or revising sales goals/quotas to expand revenue (e.g., grow new business, etc.).
3. Experience creating new/innovative ways to reposition product.
4. Experience in convenience store and/or grocery stores positioning or upgrading displays.

How To Apply: Apply online! To apply, click "Log In" to access your existing account or to create a new account if you don't have an account with Wisc.Jobs. Once you are logged in, click "Apply Now." You will be asked to provide your personal information, attach in your job cart a resume and cover letter, and then be sure to read and follow the more detailed instructions provided when you apply. If you are having technical difficulties with attaching your resume and cover letter, here is a [step-by-step video on how to attach documents in Wisc.Jobs](#). Failure to submit both required documents will result in an incomplete application and ineligibility for this position. All candidates, including current or former state employees must apply through Wisc.Jobs.

For instructions on developing your resume and cover letter (e.g. letter of qualifications) for your Department of Revenue application, click [here](#).

If you encounter technical issues or have questions regarding the selection process you may contact Linda Weber at LindaS.Weber@wisconsin.gov or 608-261-7687.