

PepsiCo Sales Representative Job Description

- Selling products to customers
- Meeting with potential customers
- Preparing presentations for meetings
- Negotiating prices and terms
- Keeping records
- Assist in developing new products and services
- Provide technical assistance to other staff members
- Support other departments
- Take part in promotional activities
- Attend conferences and seminars
- Maintain good relations with customers
- Ascertain that the company has sufficient financial resources
- Keep accounts and prepare monthly statements
- Meet sales targets.