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**Job Title: Sales Representative, TN Education Lottery Corporation, Bartlett**

**Business/Location:** Chiles Plaza, 7424 U. S. HWY 64 Suite 104, Bartlett, TN 38133

**Requirements:**

- High School Diploma or GED is required.
- Preferred - Bachelor's degree in Business Administration, Marketing, or related field.
- Two or more years of sales, promotion, and merchandising experience; or any equivalent combination of education, training, and experience that provides the requisite knowledge, skills, and abilities for this job required.
- Must be able to travel intra-state using the company vehicle.
- Must maintain a valid Tennessee Driver's License at all times.

**Responsibilities include but are not limited to:**

The primary purpose for this position is to maximize the sale of lottery tickets through effective account management for established and prospective retailers.

- Ensures that all TEL sales goals and requirements are consistently met at the retailer level.
- Recruits potential retailers and follow up on the application process.
- Promotes and merchandises lottery products at retailer locations within an assigned geographic area.
- Train retailers regarding the sale of lottery products and the operation of related equipment.
- Functions as the TEL's primary contact for all TEL departments at the retailer level.
- Responsible for communication between retailers and TEL departments as required.
- Responsible for investigation, collection, and/or resolution of retailer debts as requested by management.
- Monitors and trains retailers in Inventory Reconciliation.
- Establishes and maintains excellent rapport with retailers.
- Motivates and educates retailers and players.
- Implements promotional activities, including the delivery and placement of signage and materials.

**Contact Information:** Apply online. Marcy Ziobrowski at [marcy.ziobrowski@TNLOTTERY.com](mailto:marcy.ziobrowski@TNLOTTERY.com)

**Send Resume to:** Apply online at [www.tnlottery.com](http://www.tnlottery.com). The deadline to apply is 6/28/2024.

Do you need help developing a resume or cover letter? Could you use some tips to prepare for an interview? Contact Carol Pham, Career Counselor, at 901-475-3105 or email at [cpham@dsc.edu](mailto:cpham@dsc.edu) or contact Ms. Carmen Pfeifer, Counselor/Career Services Coordinator at 901-475-3137 or email [pfeifer@dsc.edu](mailto:pfeifer@dsc.edu). Check out the DSCC [Career Counseling](#) webpage. Upload your resume to: [www.jobs4tn.gov](http://www.jobs4tn.gov).