



**TITLE:** Sales Merchandiser  
**JOB TYPE:** Full time  
**LOCATION:** San Francisco Bay Area – East Bay

### **WHAT IS THE JOB?**

Develop and maintain relationships with key retail accounts. Continuously conduct store visits to build/ manage displays, stock shelves and replenish coolers. Be part of a fast-growing flavored water company with opportunity for career development.

### **WHO ARE WE?**

hint® makes it easy for consumers to live a healthier life. Our signature product, hint® water, brings the flavor of delicious fruit to water without added sugar. Our fans are ordinary people who wanted to drink water, but found plain water boring. They are trying to avoid sugar, diet sweeteners and all the junk that you find in other beverages. When they taste hint®, they fall in love -- they tell us that every day. Our latest product, hint® sunscreen, offers SPF 30 protection without oxybenzone or parabens and smells as great as it feels on your skin.

hint water has expanded to over 16 delicious flavors and 6 flavors of hintfizz®, a line of unsweetened sparkling water. Our third product line, hint kick™, marries the same delicious fruit-kissed water with a light touch of caffeine! The leader in flavored essence water, hint, and hintfizz, can be found in fine grocery stores and retailers across the United States such as Whole Foods, Andronico's, The Fresh Market, Starbucks and Bristol Farms. hint, can also be purchased online at [www.drinkhint.com](http://www.drinkhint.com) and [www.amazon.com](http://www.amazon.com).

### **WHAT YOU WILL DO?**

- Establish and maintain relationships with stakeholders at key retail accounts
- Build/ maintain displays, replenish coolers and stock shelves using back stock to minimize out of stocks
- Ensure POS and signage is up to date
- Communicate with local retail sales managers to plan for promo weeks, displays and other sales efforts
- Serve as an external facing point person at hint water and be a key contributor to the sales team
- Track/ monitor progress by consistently using CRM tools

- **Short Term goals:**
  - Establish and develop positive relationships with the retail accounts
  - Focus on minimizing out of stocks by setting up and maintaining displays, organizing the coolers/shelves etc.
  - Support Area Sales Managers (ASMs) in selling in new displays, end caps etc.
- **Long Term goals:**
  - Use established relationships with the retail stakeholders to begin selling in additional facings, cooler space, or POS opportunities, etc. to further grow hint

#### **WHO WILL YOU WORK WITH:**

- **Area Sales Manager (ASM):** Report directly to a local Area Sales Manger
- **Local NorCal Sales Team:** Work alongside the NorCal retail sales team and partake in NorCal specific performance goals, as set by the Regional Manager
- **Field Marketing:** Liaise with the field marketing team to help with scheduled samplings and demos of hint water at high priority/ high potential accounts
- **Sales Marketing:** Liaise with the sales and marketing teams to obtain relevant POS/ promotional material
- **Merchandisers:** Communicate with other hint sales merchandisers to exchange best practices, etc.

#### **WHO ARE YOU?**

- Not afraid to start conversations with people you don't know
- Great outgoing personality
- Excellent communication skills
- Ability to work in a dynamic, fast paced environment with quotas and goals
- Attention to detail, organization and time management skills
- Ability to work both independently and as a team player
- Self-starter but able to take direction as well
- Have daily access to a reliable car and clean driving record
- Passionate about a healthy lifestyle

#### **HOW TO APPLY:**

If this sounds like you, please send cover letter and resume to: [alex@drinkhint.com](mailto:alex@drinkhint.com)

Please include "Sales Merchandiser – NorCal-East Bay" in the subject line.

We look forward to meeting you!

*HINT, Inc. is headquartered in San Francisco, California. [www.drinkhint.com](http://www.drinkhint.com)*