



LIBERAL ARTS CAREER SERVICES

TRANSLATING A LIBERAL ARTS EDUCATION INTO A WORLD OF OPPORTUNITIES

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Glazer's Distributors

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Spring 2010 Career Fair

Positions Available:

Citizenship accepted: US Citizen

SALES REPRESENTATIVE TRAINEE

Job type: Full-time, Paid
 Location: Dallas/Houston

You've dreamed of starting your own business, being an entrepreneur, of mastering skills that will help you take ownership of your future. As a Glazer's Sales Representative, you'll learn to run a successful territory, introduce new products into the marketplace, manage inventories and market products into your accounts, as well as grow within a fast-paced business.

Plus you'll find great opportunities, remarkable people, and a company recognized as one of Texas' most successful privately-held companies. Glazer's is the largest privately-held company in Dallas, Texas and is the second largest wholesaler of adult beverages in the United States.

All of our Sales Representatives begin their journey as Sales Trainees. Here you will go through our sales and product training programs to give you the skills and awareness you will need to be successful. It also provides an opportunity to learn our business from top-to-bottom. You will have an opportunity to experience every aspect our business from Order Delivery-to-Sales Execution. At the end of this training you will be prepared and equipped to deliver world-class sales and service execution to our valued business partners and customers.

Our Sales Representatives will gain highly marketable skills and training in business, management, sales, and service. All promotions are based on performance and our environment is a fun, team-oriented workplace. Glazer's Sales Representatives are compensated using our pay-for-performance plan (commission determined by the sales revenue of their territory); incentives and a car allowance.

Regardless of college major or professional experience, nearly all of our Sales employees started out as Sales Representatives. This allows everyone to learn our business from the ground up. As you progress, increasingly more opportunities will become available to you. You can choose, as most people do, to continue your ascent on our Sales managerial track or you can explore one of the many other exciting options in our organization, such as: Operations, Finance and Accounting, Human Resources, Training, Information Technology, Marketing and more.

Start building the skills you will need to succeed and join our Glazer's family.

EOE/F/M/V/H. Pre-employment drug testing conducted.

TRADE DEVELOPMENT INTERNSHIP

Joby type: Internship, Paid
 Location: Dallas/Houston

The Glazer's Internship Program was established to develop the next generation of sales leaders and entrepreneurs. Each summer, the program offers Interns the opportunity to engage in career building activities while simultaneously learning and applying industry-leading practices.

All interns will be assigned a research project at the beginning of the internship and will be required to submit the findings for final approval at the end of the internship along with a presentation in front of Executives.

Interns spend the majority of their time working on specific projects, preparing sales presentations, conducting store resets and interacting with internal and external customer organizations. The project assignments cover fields such as: Shelf Management, Sales Analyzation, Personal Selling and Negotiation, Sales Call Execution, Customer Service, Sales Planning and Analysis and Merchandising.

This hands-on experience gives Interns the chance to explore the adult beverage industry while applying the knowledge they are learning from our sales associates and leaders, and allows them to build a network of like-minded friends and associates.

Our Summer Internship is flexible, but Interns must be available at least 30 hours each week between the hours of 8:30 a.m. and 5:30 p.m., Monday - Friday. Interns are paid an hourly rate of \$13.00.

APPLICATION INSTRUCTIONS

1. Go to www.glazers.com
2. Select "Careers" and navigate to our "Job Opportunities"
3. Next you will want to conduct a "Job Search"
4. After reading the brief instructions, select "Continue"
5. Select "Texas" as your state and then select your university, you know, the coolest school on the list.
6. Dive into the "Glazer's Spring 2010 University/College Career Fair" as your job selection
7. Finally, click on "Proceed to Registration" and follow the prompts to get under way

Qualifications:

SALES REPRESENTATIVE TRAINEE

- Bachelor's degree is preferred, but not required.
- Prior experience in sales, beverage distribution or the alcoholic beverage industry is strongly desired, but not required.
- Strong Communication skills – verbal, persuasion, and writing.
- Strong attention to detail is a must.
- Valid state motor vehicle license. Job requires the ability to secure and maintain auto-liability insurance in accordance with state laws.
- Ability to secure and maintain a State Sales Permit in accordance with state laws and must be 21 years of age or older
- Desire to engage in extensive travel (70% - 85%) by automobile. Daily driving may involve driving distances of 75 miles or greater.
- Ability to frequently lift and/or move 30lb to 40lb cases and stand for extended periods of time.

Location:

Dallas and Houston

Link URL:
<http://www.glazers.com/>

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