



PR/117611 | Chinese Speaking Field Sales Executive

Job Information

Recruiter

JAC Recruitment UK

Job ID

1510353

Industry

Retail

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 18:40

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are looking for a Chinese Speaking Field Sales Development Executive.

[Responsibilities]

Driving distribution and identify key potential business opportunities which build strong sales growth to the channels, creating innovative ideas and methods to win trade and sell a wide range of company's products.

- - Work closely with the Business Development Manager to develop and implement plans that build sales and distribution
 - Identify key strategic accounts and opportunities that ensure effective coverage of the region, and tracking performance according to targets
 - Support Trade Partners in developing in-market sales in the supply chain
 - Ensure healthy inventory level at Trade Partners warehouse for product availability and smooth supply across all relevant channels
 - Be a primary point of contact with trade partners' sales teams, key wholesalers and retailers
 - Collate and track information on distribution, prices and competitors' activities to support business planning
 - Manage and conduct product demonstrations and presentations to pitch for key accounts.
 - Organize and conduct in-store demonstration and sampling activities, which may involve weekend working

- Assist with sales planning and tracking A&P and other channel expenditure in-line with relevant budgetary controls
- Manage new products introduction and launch to the trade in support of Trade Partners
- Represent the company in Chinese trade events and maintain a good relationship with different trade contacts and associations
- Build good relationships with Trade Partners and their sales teams, ensuring timely flow of information to support sales and development opportunities
- Update and manage trade customer records and contacts
- Ensure effective trade coverage and regular field-based visit
- Ensure a good representation and reputation of the company and the brand
- Periodically update on the latest trends and research of the market
- Business trips are required

[Requirements]

- - Eligible to work in the UK
 - Full driving license
 - Proficiency in spoken English and Chinese (Mandarin or Cantonese)
 - Minimum of 2 years' experience in the FMCG
 - Bachelor's degree in Business or Marketing is an advantage.
 - Work flexible hours including weekends, with frequent travel
 - Good computer skills
 - Good problem solving skills
 - Good negotiation and communication skills

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description