



PR/086786 | Mandarin Speaking Sales Manager for Beverage (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1512909

Industry

Retail

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

January 7th, 2025 19:00

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

COMPANY OVERVIEW

A famous Japanese alcohol brewery company with over a hundred years of history and a representative office in Düsseldorf is looking for an Area Sales Manager (m/f/d) for Europe, Russia and the Middle East to expand the channels and to strengthen the sales force in aforementioned areas.

JOB RESPONSIBILITIES

- Based in the Düsseldorf office and travelling abroad not only to European but also Middle Eastern and potential areas for market research and sales activities a few times a month
- Frequent communication with the sales manager in France, Italy and Germany
- External communication with wholesalers, purchasing managers of gastronomy services, specialty shops, food and beer experts and influencers

- Market Trends, Research and Insights: Collect and report market and channel information and learn about the business with support of the sales team
- Networking and CRM: Work with wholesalers and customers to build trust and strengthen the network and build a network with food/drink experts and influencers.
- Strategy Development: Create sales and marketing strategies with the team.
- Business Expansion: Grow the business in designated markets.
- Events: Participate in and organize sales and customer events.
- Social Media Marketing: Manage social media for designated markets.
- Business Travel: Travel to designated markets and occasionally to Japan.
- Reporting: Create monthly market and trend reports.

JOB REQUIREMENTS

- Academic degree or any professional/vocational qualification
- Market research and sales experience of both on- and off-channel, preferably in FMCG and ideally related to beer, hospitality or brand goods business
- Strong interest in Japan, Japanese food, culture
- Available to travel
- Team player
- Strong communication and presentation skills
- Chinese native level, English business, Japanese and any other European language is a plus
- Driving license
- Good knowledge of MS Office

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description