



PR/117451 | Customer Development Executive

Job Information

Recruiter

JAC Recruitment UK

Job ID

1515380

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 02:00

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

International Foods Importer/wholesaler seeks for Customer Development Executive

Customer Development Executive

Location: London

Sales skills and Driving licence

Salary: 30-35K

The Role Customer Development Executive

An integral role in the UK Sales team, to drive sales through increasing listing and frequency of purchase of our products in the key channels of Japanese Restaurants and Asian Retailers through a combination of implementing the company's channel strategy and developing local initiatives.

- Secure new listings with existing and new customers both in London and the wider country
- Agree and implement sales driving activity

- Introduce new products and concepts to customers
- Play an integral role in developing the Channel and country strategy through identifying trends, gathering and analysing Data
- Working closely with and support colleagues in the UK and European Sales Teams

Skills and Qualifications

Key Skills

- Proven sales skills
- Strong communication, organisational and relationship building skills
- Ability to organise your own working schedule
- Good self-motivation
- Manage and analyse data
- Outgoing personality with the ability to engage customers
- An understanding of The UK Foodservice market
- Proficiency in both spoken and written in English
- Full clean driving license

Other desirable Skills

- Have previous experience in the FMCG environment
- Knowledge of Japanese and Chinese restaurant cuisine in the UK
- Awareness and appreciation of Asian Cultures

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

Company Description