



PR/094728 | Senior Sales Executive (HORECA)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1517822

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 10:57

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

Senior Sales Executive (HORECA)

A new headcount for Senior Sales Executive has been created for our e-commerce trading and food distribution client.

About the Sales Executive

In this role, you will collaborate closely with the sales manager to meet sales goals within the HORECA business.

Key Responsibilities:

- Identify business opportunities by identifying prospects for HORECA business

- Develop and maintain strategic business relationships with major accounts to promote brand awareness and profitable business relationships
- Spreadhead sales expansion, introduce new products or services to clients and organize visits to current and potential clients
- Ensuring timely collection of account receivables

Key Requirements:

- A minimum of a Diploma in Business Management or a related field, with at least 3 years of B2B sales experience in the HORECA sector, preferably within the F&B industry.
- A robust network and strong contacts within the HORECA sector, particularly with hotels and restaurants in Singapore.
- Able to work under pressure and in a fast-paced environment
- Prior experience in start-up would be highly preferred
- Strong communication, organization and interpersonal skills with a good command of English

Interested applicant, please click [APPLY NOW](#)

Do note that we will only be in touch if your application is shortlisted.

Jennifer Maria Hardicar
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Company Description