



Sales Representative

募集職種

採用企業名

SPS Cigaronne LLC

求人ID

1447575

業種

日用品・化粧品

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2025年01月27日 05:00

応募必要条件

職務経験

1年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Responsibilities

In this role you will be carrying out the sales function by strategizing your move with market analysis, brand development, client retention, as well as client acquisition. You will be working closely with headquarter in Armenia and local partners which allows you to contribute directly to our business growth in Japan. This will include but not limited to the following tasks:

- Negotiating with potential distributors, retailers, and stores
- Point-of-sale marketing (Sales Promotion)
- Incentivizing marketing incentives and brand development
- Building sales strategy and planning targets for sales
- In-person support of importer and representing our Headquarters Company in negotiations
- Present, promote and sell products using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Analyze the territory market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests competitive activities, and potential for new products and services

- Keep abreast of best practices and promotional trends
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スキル・資格

Qualifications

- Proven work experience as a Sales Representative
- A proven track record in sales
- Work experience in the tobacco industry
- Excellent knowledge of MS Office
- Bachelor's degree in business or a related field

Attitude and personality

- Highly motivated and target driven
 - Excellent selling, negotiation and communication skills
 - Prioritizing, time management and organizational skills
 - Ability to create and deliver presentations tailored to the audience needs
 - Relationship management skills and openness to feedback
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会社説明

SPS Cigaronne, founded in 1999 in Yerevan, Armenia, is a privately held company that engages in the production and sales of high-quality cigarettes. Cigaronne has made technologically significant advancements to the cigarette industry, which are protected under international patent law.

The company's foundation is based on the principle of challenging the status quo; exceeding the standards of cigarette production in terms of quality, hygiene, and original design. The parent company of SPS Cigaronne is Cigaronne International LTD, located in London, UK.