



PR/117611 | Chinese Speaking Field Sales Executive

募集職種

人材紹介会社

ジェイエイシーリクルートメントイギリス

求人ID

1504130

業種

小売

雇用形態

正社員

勤務地

イギリス

給与

経験考慮の上、応相談

更新日

2024年11月19日 10:39

応募必要条件

職務経験

3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

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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.

#LI-JACUK #citylondon

会社説明