



PR/094630 | Key Account Specialist (On Trade)

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シンガポール

求人ID

1512681

業種

小売

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年01月08日 07:00

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

Key Account Specialist (On Trade)

We are seeking an experienced Key Account Specialist for our wine & spirit client. The ideal candidate will be responsible for driving depletion and brand presence in on-trade channels, such as bars, restaurants, hotels, and nightclubs.

About the Key Account Specialist Role:

In this role, your main responsibility is to build strong relationships with key accounts, implementing sales strategies, and achieving sales target.

Key Responsibilities:

- Develop and maintain strong relationships with key on-trade accounts
- Identify and pursue new business opportunities with the on-trade channel
- Monitor market trends, competitor activities, and consumer trends to identify opportunities and threats.
- Collaborate with marketing teams to develop promotional materials and campaigns tailored to the on-trade market.
- Maintain accurate records of sales activities, customers interactions, and market intelligence.

Key Requirements:

- Diploma or Degree in business management is preferred
- Min 3 years of sales, preferably within the on-trade sector
- Able to work on weekends and weekday's nights as needed
- Excellent communication, negotiation and relationship-building skills
- Strategic thinker with the ability to analyze market trends and develop effective sales strategies.

Apply today or email me at jennifer.hardicar@jac-recruitment.com or call me at +65 6411 0476 to discuss this new opportunity.

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

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

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会社説明