



## 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

1512695

#### 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

2025年02月19日 00:00

### 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

**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

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会社説明