



PR/118041 | Chinese Speaking - Sales Consultant

Job Information

Recruiter[JAC Recruitment UK](#)**Job ID**

1543397

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Spain

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 14:01

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

A leading company in the global food industry is looking for a results-driven Sales Consultant to join its commercial team in a fully remote capacity, with flexibility to work from anywhere within Spain.

This is an outside sales role focused on building and managing relationships with wholesalers, supermarkets, and restaurants. The key objective is to maximize sales penetration in both existing and new accounts. The role involves recommending purchase decisions and regularly visiting restaurants and their suppliers to drive growth and strengthen partnerships.

Job requirements

- Proficiency in Chinese and English is required.
- Minimum of 2–3 years of sales or marketing experience within the FMCG industry.
- Valid driver's license and willingness to travel for business purposes.

- Strong communication and analytical skills.
- Experience in consumer goods is preferred.

Job responsibility

- Seek business opportunities by identifying prospects and evaluating the position in the industry.
- Create new business relationships and manage existing accounts.
- Build relationships with restaurants, suppliers, wholesalers, supermarkets and other referral sources. Sell and convert restaurant customers to use our products.
- Increase the number of our SKUs penetrating supermarkets, wholesalers, distributors.
- Work with customers to avoid out-of-stock situations in markets.
- Introduce and increase the number of our SKUs in restaurants and provide support to source our products.
- Prepare reports by collecting, analysing and summarizing information.
- Maintain relationships with clients by providing support, information and guidance; research and recommend new opportunities.
- Participate in regional sales exhibits, trade show, industry events, and follow up on leads.
- Educate customers on how to promote our products through presentation, product samples, conversation and literature.
- Other duties and responsibilities as may be assigned.

*We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.
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Company Description