



PR/087047 | Sales Executive – Food (Chinese-Speaking) (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1543407

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

June 3rd, 2025 10:38

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

OVERVIEW

The leading Asian products company with a global presence. Providing authentic and unique product lines which well-recognised by top-notch restaurants and all users around the world.

KEY REQUIREMENTS:

- Minimum 2 years of experience in field sales, business development, or key account management
- Experience in food, beverage, or consumer goods industries
- Business level in Chinese, German, and English communication skills

JOB RESPONSIBILITIES:

- The incumbent is expected to be responsible for identifying and expanding the customer base within the Ethnic channel which includes the Asian retailers and supermarkets in Germany.
- Demonstrate a proactive approach in sales and business expansion to build strong sales and distribution growth.
- Conduct an onsite product demonstration (cooking demo) to engage with the end-user and promote a wide range of products.
- Attend in company's trade events as its representative including maintaining a good relationship with stakeholders
- Collaborate with the sales teams across the continents.

REQUIREMENTS:

- Experience in B2B sales, business development, or key account management
- High engagement with Asian cultures and foods.
- A proactive approach with customer-oriented, professional demeanour, and high level of reliability
- Willing to travel for business trips (2-3 times per week)
- Eligible to work in Germany
- Hold a German or EU driving license

BENEFITS:

- 100% remote work
- Flexible working hours
- 30 days of annual leave
- Private life and medical insurance
- Team incentive/bonus
- Car rental support

#LI-JACDE

Company Description