



PR/087199 | Sales Representative in Italy (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1557775

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Italy

Salary

Negotiable, based on experience

Refreshed

October 7th, 2025 18:00

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

COMPANY OVERVIEW

A family-run Japanese company with more than 200 years of history is looking for a **Sales Representative (m/f/d)** to manage and grow retail partnerships across the Piedmont and Liguria regions in Italy. This role focuses on building strong relationships with store managers, ensuring product visibility, and supporting in-store marketing initiatives.

JOB RESPONSIBILITIES

- Establish and maintain strong business relationships with store managers.
- Train store staff on product features, new launches, and promotional activities.
- Conduct regular surveys on pricing, product assortment, and competitor activity.
- Monitor product availability, visibility, and accessibility in stores.

- Propose and implement display improvement projects to enhance shelf presence.
- Ensure placement of promotional materials and set up additional displays beyond promotional periods.
- Collaborate on special in-store projects.
- Report damaged shelves, stands, or visuals to relevant internal teams.
- Share insights on competitor activities and market trends.
- Collect sell-out data for internal analysis.
- Identify new opportunities for product placement.
- Manage orders and coordinate with area distributors.

JOB REQUIREMENTS

- Strong interpersonal and communication skills.
- Ability to work independently and manage a large number of accounts.
- Experience in retail or field sales, preferably in the pet food or FMCG industry.
- Willingness to travel extensively within the assigned regions. (the Piedmont and Liguria regions in Italy)
- Familiarity with CRM tools and reporting systems.
- Native-level Italian and business level of English

Apply online for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description