



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

### Job Information

**Recruiter**

JAC Recruitment Germany

**Job ID**

1558154

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Italy

**Salary**

Negotiable, based on experience

**Refreshed**

September 16th, 2025 10:34

### 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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**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description