

PR/118821 | Sales Executive- Chinese Speaker

Job Information

Recruiter
JAC Recruitment UK

Job ID
1621803

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
Ireland

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 11:23

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

About the Company
A well-established international importer, distributor, and wholesaler serving the food and beverage industry across Europe.

Working closely with a global network of suppliers and partners, the company provides high-quality products and solutions to foodservice operators, restaurants, retailers, and other commercial customers. With a strong reputation in its sector and continued business growth, the company offers employees the opportunity to work in a dynamic, multicultural environment with excellent career development prospects.

About the role
To plan and carry out direct marketing and sales activities, so as to maintain and increase sales in the Food Service market for Japanese food and drink, in accordance with agreed business plans.

Key Tasks / Responsibilities

- Maintain and develop a computerised customer and prospects database.
- Plan and carry out sales and marketing activities (telephone calls, visits and direct mail) to achieve agreed budgets, sales volumes, values and timescales.

- Business trips across Ireland and to Northern Ireland as requested.
- Plan and prioritise personal sales activities and customer contact towards achieving agreed business aims, including sales and gross margins.
- Maintain and develop existing and new customers to optimise not only sales but quality of service, business growth and customer satisfaction.
- Respond to and follow up sales enquiries.
- Monitor and report on market and competitor activities and provide relevant reports and information.
- Record, analyse, report and administer according to systems and requirements.
- Communicate, liaise and negotiate to enable the development of profitable business and sustainable relationships.
- Attend and present at external customer meetings and at internal meetings as necessary to perform duties and achieve business objectives.
- Liaise with the accounts department and customers to ensure that customers understand their obligations regarding payment terms and assist in negotiations where necessary.
- Take part in promotional events and trade fairs to promote the company and its products.
- Process sales orders through the system and communicate with logistics partners and customers.
- Attend training and develop relevant knowledge, techniques and skills.
- Adhere to the Company's Health and Safety Policy.

Requirements

- Fluency in English and Mandarin Chinese, with strong verbal communication skills in both languages.
- Must be in possession of a valid working visa in Ireland. No working visa sponsorship for this role.
- Hybrid working environment. General rule of 2 working days per week in the Dublin city centre office.
- Prior knowledge of Japanese food and beverage products highly favoured.

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

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Company Description