



PR/118042 | Chinese Speaking - Sales Consultant

募集職種

人材紹介会社

ジェイエイシーリクルートメントイギリス

求人ID

1543398

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

フランス

給与

経験考慮の上、応相談

更新日

2025年06月03日 10:36

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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 role.

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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