



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

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ドイツ

求人ID

1560962

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

イタリア

給与

経験考慮の上、応相談

更新日

2025年10月07日 11:46

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

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.

#LI-JACDE #countrygermany

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会社説明