

PR/118821 | Sales Executive- Chinese Speaker

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
1621803

業種
レストラン・フードサービス

雇用形態
正社員

勤務地
アイルランド

給与
経験考慮の上、応相談

更新日
2026年11月10日 11:23

応募必要条件

職務経験
1年以上

キャリアレベル
中途経験者レベル

英語レベル
流暢レベル

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

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.

#LI-JACUK #KE
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会社説明