

East China Sales Executive

Company

Our client company is the global leading brand providing frozen bakery solutions for clients in retail, hospitality, and F&B industries. Their clients include well-known retail brands, restaurant groups, five stars and boutique hotels. They are French owned with an even split of local and international staff located across 90 countries worldwide.

Responsibility

Job Summary:

- Highlight, contact and close sales with new clients
- Maintain & develop relationship and sales opportunities with existing clients
- Manage accounts and advise our clients with their bread & pastry experiences

Responsibilities – Sales:

- To work as part of our team in developing our business with new and existing clients in East China
- To set-up and attend sales meetings, to write / present proposals, to negotiate sales, to close deals

Responsibilities – Account manager:

- To work closely with current and new clients in order to ensure consistent superior client satisfaction with our products
- To work closely with our distributors to help them enhance their business portfolio
- To work closely with the chefs in providing technical support to our clients

Requirement

- French is preferred, with fluent spoken and written English, French and Mandarin
- At least 3 years of sales experience; proven track record of sales delivery / performance against targets
- F&B industry experience is ideal, whether client or supplier side
- Great communication & people skills
- Excellent account / project management skills
- Flexible fast learner, with ability to juggle multiple tasks
- Passionate, outgoing personality

Please send your resume to: sh-recruitment@ccifc.org