

Sales representative(F&B) 销售代表

Location: Guangzhou
Sector: Food & Beverage
Starting date: ASAP
Job Reference: CDS-2024-040

ABOUT THE COMPANY

Our client, a leading distributor of bakery and pastry products in Greater China since 2008, serves hotels, restaurants, coffee shops, retailers, and airline caterers. They also meet the demands of both retailers and private customers with an extensive range of bakery and pastry items.

MISSION

As a Guangzhou Sales Executive, you will be assigned an existing clients' portfolio. It contains several important high-profile F&B clients including starred hotels and fine dining restaurant. Primarily based in Guangzhou, you will be in charge of developing this portfolio, bringing new clients in, and developing the sales of existing ones.

Earning direct commissions every month, we will support you our best to help you maximize your sales and commissions with regular trainings and marketing material.

作为广州地区的销售代表，我们会分给您现有的客户组合。其中包含多个远近闻名的重要餐饮客户，包括星级酒店和高级美食餐厅。您主要立足广州，负责发展客户组合，洽谈新客户并提高现有客户的销售额。

我们每月支付直接佣金，定期提供培训和营销资料，竭尽全力助您提高销售额和佣金。

RESPONSIBILITIES

- Conduct regular business meetings with customer in order to build and maintain strong relationships with key decision makers in order to build relationships and gain their loyalty and support.
定期与客户进行商务洽谈，与关键决策者建立和保持密切联系，以建立合作关系并让他们信服和支持；
- Confirm your understanding of customers business needs, issues faced and opportunities with various customer profiles in order to develop viable solutions.
确认了解客户业务需求、面临的问题和多种客户情况中存在的机会，制定切实可行的解决方案；
- Work with portfolio customers (with the help of your Sales Supervisor/Manager) to resolve issues, ensure accurate ERP/CRM registration, payments, and proactive program selling.
(在销售总监/经理帮助下)与组合客户合作解决问题，确保准确的 ERP/CRM 注册、付款和前瞻性销售；

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- Use vision and strategic thinking to anticipate future needs and recommend business building ideas that will drive the business.
利用愿景和战略思维来预计未来需求并推荐推动业务发展的商业建设理念；
- Active participation to national fairs and local events to tighten bonds with existing clients and prospects.
积极参与全国性展会和当地活动，加固与现有客户和潜在客户的关系；
- Collaborate with cross functional team members (e.g. marketing, finance, operations) .
与跨职能团队成员合作（例如：营销、财务、运营）。

REQUIREMENTS

- Bachelor's Degree or equivalent.
学士学位或同等学历；
- Native Chinese speaker, with excellent oral and written English.
以中文为母语，良好的英语听说读写能力；
- At least 2 years of experience as a Sales Executive.
至少 2 年销售代表工作经验；
- Experience in F&B industry is a plus.
拥有餐饮行业经验者优先；
- Customer Focus, Communication, Strategic Thinking, Influencing and Analytical Thinking.
以客户为中心、具备良好的沟通能力、战略思维、影响力和分析思维。

APPLICATION

Please send your resume and your motivation letter to:

sc-recruitment@ccifc.org

Mail subject: Your name | Job title - location [Job reference]

Ex. Your name | Sales representative(F&B) 销售代表 - Guangzhou [CDS-2024-040]

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