

Sales Director (F&B)

饮食销售总监

Location: Guangzhou

Sector: Hotels, Food & Beverage

Starting date: ASAP

Job Reference: CDS-2024-045

ABOUT THE COMPANY

Conveniently located in the heart of the city, our client boasts 828 exquisite guest rooms & suites, 151 fully appointed apartments and 471 offices, a grand Convention Hall and 9 multi-function rooms and 9 international restaurants and bars, comprising one two-Michelin-starred Restaurant, one one-Michelin-starred Restaurant, and two restaurants with the Michelin Guide Selected Restaurant. It also provides executive lounge, health club, business center, shopping arcade, parking lots, banks ticketing service, and limousine service.

RESPONSIBILITIES

- Familiar with the local catering market and culture of Guangzhou.
熟悉广州本地餐饮市场和文化。
- Extensive work experience in large catering groups or high-end/large independent restaurants.
在大型餐饮集团或高端/大型独立餐厅有丰富的的工作经验。
- Worked in a large catering group with a deep understanding of the operational mode of the catering industry. Or possessed rich catering sales/operation/comprehensive management experience in high-end or large independent restaurants, capable of independently overseeing the operation and management of large-scale catering projects.
曾在大型餐饮集团工作，对餐饮行业的运作模式有深入了解。或在高端或大型独立餐厅拥有丰富的餐饮销售/运营/全面管理经验，能够独立负责大型餐饮项目的运营与管理。
- Sharp sales awareness, motivated, extroverted, with abundant experience in catering sales or related industries.
具备敏锐的销售意识，有动力，性格外向，有丰富的餐饮销售或相关行业的经验。
- Capable of managing a large catering team with diverse members and varying levels of experience, able to inspire team potential and enhance overall performance.
有能力管理一个具备多样性和差异性的团队成员和经验水平都非常多样化的大型餐饮团队，能够激发团队潜力，提升整体绩效。

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REQUIREMENTS

Knowledge 知识:

- Possess profound knowledge of the catering industry and keep abreast of the latest trends and developments in the catering market.
具备深厚的餐饮行业知识，了解餐饮市场的最新趋势和发展动态。
- Familiar with catering operation processes, operational models, and key management points.
熟悉餐饮运营流程，运作模式和管理要点。
- Understand food safety and hygiene standards, as well as relevant laws and regulations.
了解食品安全与卫生标准，以及相关的法律法规。

Skills 技能:

- Excellent sales and negotiation skills, able to effectively facilitate cooperation and enhance sales performance.
出色的销售与谈判技巧，能够有效促成合作并提升销售业绩。
- Strong team management and leadership skills, able to stimulate team potential and enhance overall performance.
强大的团队管理和领导能力，能够激发团队潜力，提升整体绩效。
- Proficiency in English and Chinese.
中英文熟练。

Personality 特质:

- Possesses keen business sense, able to capture market opportunities and respond to changes flexibly.
具备敏锐的商业嗅觉，能够捕捉市场机会并灵活应对变化。
- Strong sense of responsibility and commitment, able to work under pressure and pursue excellence.
有强烈的责任心和事业心，能够承受工作压力，追求卓越。
- Outgoing and passionate, able to motivate the team and create a positive working atmosphere.
性格外向，富有激情，能够激励团队并营造积极的工作氛围。

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 Director (F&B)饮食销售总监 - Guangzhou [CDS-2024-045]

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