



Camera di Commercio Italiana in Cina
中国意大利商会
China-Italy Chamber of Commerce

China-Italy Chamber of Commerce
Beijing Career Day, May 12th, 2019

Job Description

Position: Business Development Specialist (ASEAN Distributors & APAC Travel Retail)

Job Description: Venchi is currently looking for a Business Development Specialist, reporting to Business Development Manager, for our Hong Kong Regional Office. This position contributes to Venchi International expansion in Asia-Pacific area, handling Retail Distributors in ASEAN countries and Travel Retail Accounts in whole Asia Pacific.

Job location: Hong Kong

Type of job (full-time, part-time, internship): Full-time

Required experience: 1.5 to 3 years

Starting date: N/A

Salary (if indicated): N/A

Candidate's Requirements:

ASEAN DISTRIBUTORS

- Monitor merchandising solutions with existing accounts ensuring standards of brand and profitability are achieved in a geographic area;
- Increase territory sales and profitability through existing account development and provides solutions to generate add-on sales and profits;
- Assist the Business Development Manager in strategic business reviews;
- Developing and structuring and providing new key information on merchandising and sales trends in existing stores;
- Provides distributors with product, merchandising and staff training to ensure brand quality standards and consistency through the store network;
- Assist distributors in implementing Company and Regional Guidelines.

TRAVEL RETAIL APAC AND BTB

- Assist the Business Development manager in identifying new potential accounts suitable to company positioning in assigned geographic area, including operators in Asian, Greater China, Australia, Korea and Japan;
- Assist the Business Development manager in monitoring client's credit status;
- Provide BTB clients / existing TR key accounts with training and merchandising information. Creation and delivery of business proposals included of proposed assortment, sales tools, visual merchandising, price information and targets;
- Assist the International Team in identifying and organising fairs and exhibitions;
- Provide timely commercial proposal and proactively look for new commercial opportunities;
- Conduction of store checks and competitors screening in assigned geographic area;
- Together with Corporate Marketing team, help in identifying, create and implement new trade marketing tools to reach sales target and generate add-on sales and profit.



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Education Background:

- 1.5 to 3 years of work experience. Retail and/or Food background is a plus;
- Graduate in Economics/Foreign Languages/Business Administration;
- Excellent proficiency with Excel, PowerPoint and Word;
- Excellent proficiency in English. Mandarin and/or Cantonese proficiency is a plus;
- Experience abroad (12+ months) is a plus;
- Proven excellent numerical skills and strong commercial attitude;
- Ability to work variable hours, including evenings and weekends, and to travel extensively (up to 30% of the time);
- Ability to balance multiple priorities and meet deadlines;
- Ability to analyse problems and provide quick and effective solutions;
- Ability to work independently and as part of a team.

Company Information

Company Name: **Venchi**

Company Description: The history of Venchi starts in the 1800s in Piedmont, thanks to Silvano Venchi's passion for chocolate. When Silvano was 16 years old, he began to create chocolates in his shop in Cuneo. In a short time, his pastry shop became the most famous of the city. It was appreciated for the extraordinary quality of the ingredients and for the peerless ability to present his creations as jewels. A real "chocolate boutique". The company was officially founded in 1878, the year in which Venchi launched its Giandujotto 1878 with minimum 32% of IGP Piedmont hazelnuts.