Title: Junior Sales Manager – BJ

Report to: Sales Manager

Job responsibilities:

1. Be the representative of wine & coffee products in the hotels/restaurants channel
2. Develop sales and distribution network in Beijing
3. Achieve & maximize the sales based on the budget
4. Build up and maintain good relationships with customers
5. Establish a network of contacts within the industry to develop the brand and increase brand awareness;
6. Maximize brand growth opportunities across the markets;
7. Implement and develop trading activities within the local markets.
8. Represent the brand during fairs, events, dinners and tastings.

Requirements:

1. BA degree (major of marketing, hotel management, wine making)
2. Language requirements: fluent Italian, English and Chinese.
3. Strong self-motivation and autonomy;
4. Able to demonstrate strong communication& relationship building skills
5. Excellent time management, good planning and organization skills;
6. Sound business and professional ethics;
7. Presentable appearance and punctuality;
8. Excellent command of Microsoft Office (Word, Excel, PPT);

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