



## **Sales Representative, fulltime**

**Fluent in Chinese and English, Amsterdam area, International**

### **About the organization:**

Our customer is a European leading company in the Asian food market, especially in Japanese food. With over a century of experience in this market, they successfully built broad global business networks, while delivering healthy and high-quality Asian food throughout Asia, the USA, Australia and Europe.

Currently, they are looking for a Sales Representative in their office in the Netherlands where they deliver the Asian food products for their European customers. As a Sales Representative, you are responsible for maintaining warm and long relationships with customers, while developing new business opportunities as well. Furthermore, you proactively search for new customers and introduce the products and services.

As Japanese food is getting more popular on the Chinese market, we are currently looking for a Chinese speaking colleague who is able to introduce the products to, for example, hotels, restaurants, supermarkets, distributors, wholesalers, retailers and many more.

Are you outgoing and proactive? Do you enjoy visiting customers and do you have an analytical approach? Do you like Japanese food and are you passionate about selling it? And do you enjoy working in the sales industry and want to grow further? If so, please apply for this challengeable position!

### **Job description:**

- Outside sales. Make appointments with the customers, visit them, introduce the new products and prepare proposals and quotes.
- Introducing and selling Asian/Japanese food products to restaurants, catering companies, hotels, wholesalers and other food industry retailers.
- Proactively search new business opportunities with existing customers and acquire new customers.
- Presentations to customers (new items, services, sales performance reviews)
- Maintain and establish customer and vendor relations.
- Monitor customer invoices and credits.
- Build market/industry knowledge. Constant research and update of information regarding trends, products and competitors.
- Represent the company at trade fairs.



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**Requirements:**

- MBO or HBO preferred
- 2 years of working experience in sales (B2B) is preferred
- Fluent in Chinese and English
- Dutch and/or Japanese language skills are advantageous
- Customer service oriented, strong attention to detail
- Team player, flexible, proactive, able to make contact easily, owning strong communication skills
- Familiar with Japanese food culture, preferred
- Experience in MS office (Word, Excel, Powerpoint)
- Driving license B required
- Work permit holder in the Netherlands
- Able to commute to the office at Amsterdam area

**Work conditions:**

- The salary is based on the candidate's experience
- Company's car, laptop and telephone
- 8% holiday allowance
- Bonuses
- Pension scheme

If you are interested in this role, please send your CV to [info@miyajimarecruitment.com](mailto:info@miyajimarecruitment.com) (Ms. Yumiko Miyajima) or please call for more information to +31.6.14690830.



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