

Détail de l'offre : TECHNICAL SALES ADVISOR - BEVERAGE

Partenaire	Andros Asia
Adresse	Ho Chi Minh Phu Nu Building D2 Ho Chi Minh, Phu Nu Building D2
Ville	Ho Chi Minh Ho Chi Minh
Référence	2021-07-06
Titre	TECHNICAL SALES ADVISOR - BEVERAGE
Description du poste	<p>To strengthen our team, we are currently seeking a Technical Sales Advisor in Beverage / Mixology.</p> <p>In close collaboration with Boncafe'S sales & marketing team and Andros (principle), he or she shall focus in developing the ANDROS CHUNKY range by creating new business opportunities with different types of customers through high end technical support, close commercial contact and great follow up/coordination.</p> <p>As a successful candidate, you will be involved in increasing brand awareness and sales by promoting our products through various media channels. You will work closely with our sales and marketing division to achieve its marketing goals and objectives, such as communicating the value of our products to customers, tracking customer feedback, and representing the brand at launches and events.</p> <p>Sales</p> <ul style="list-style-type: none"> -□Develop the foodservice segment as a priority: HORECA, QSR, Catering -□Map &Visit prospect customers to work on well-defined projects and assure the follow-up on projects. Maintain existing business and develop new business opportunities. -□Give demonstrations with Andros products to create close relationship with the customers by highlighting our high-quality differentiating product range. -□Support project implementation at the customer site by individual and collective training sessions. -□Trouble shooting at customers to support them in solving issues in their daily production in a timely manner. -□Contribute early in the development process to product development in close collaboration with the R&D and Marketing department of the principle. -□Give technical advice on the product characteristics that need to be considered in the product development process with aim to make the customers' life easier. -□Contribute to new product launches with product testing, photo shooting, video's, market tests. -□Develop a network of schools and professional bakery organizations. <p>Marketing</p> <ul style="list-style-type: none"> -□Create recipes with Andros Asia ingredients and concepts in close collaboration with the marketing and sales team. -□Actively look for customer needs and market trend and translates these into inspirational products. -□Contribute to marketing events in conjunction with Sales and Marketing. -□Stay up to date on new applications, trends and techniques and share with other departments.
Type de contrat	Emploi
Métier	Commercial / Ventes
Société	ANDROS ASIA
Description de la société	<p>About Boncafe (Employer)</p> <p>Acquired in September 2017 by Boncafe Group of Companies, PT Bon Café Indonesia, previously known as PT. Caswells Indonesia, continues to grow as a leading specialty coffee companies providing a one stop coffee solution by supplying roasted and ground specialty coffee along with renowned coffee machine equipment support for its cliental base with comprises with hotels, established restaurants and cafes.</p> <p>About Andros (Principle)</p>

Andros is a French family-owned company specialized in the transformation of locally sourced tropical fruits. Building on its passion for quality fruit and on its long experience in jam making. Today the company has diversified to offer a complete range of finished products to F&B professionals.

Localisation	Jabodetabek
Pays	Indonésie
Profil recherché	<ul style="list-style-type: none">-□At least 5-year experience in F&B-□Barista / mixology knowledge-□Language: Indonesian, English, French is a plus.-□Based in Jabodetabek-□Indonesian National. Age between 20 and 45 years- Good knowledge on beverage ingredients, process & equipment, and finished goods.-□Proactive and creative.-□Strong communicator, able to inspire customers.-□Willing to share knowledge with colleagues and customers.-□Ability to find solutions to complex problems-□Good organization skills-□Proficiency in using all Ms Office tools: Microsoft Excel, Word, PowerPoint-□Flexible to travel across Indonesia on a regular basis.
Expérience	Expérimenté (3-10 ans)
Secteur	Agroalimentaire