

Sales Executive 業務主任 - Liquor Store

Apply Now

Company: William Grant & Sons

Location: Taiwan

Category: other-general

Job Introduction

To provide commercial support to the Taiwan commercial team, by profitably maximising the distribution, promotional activity and sales of the WG&S portfolio in the respective channel.

The role is responsible for the delivery of local strategy and budget performance, within agreed guidelines, to deliver sustainable growth and profitability for the Company.

Main Responsibility

Effectively execute consumer and liquor store channel promotion activities to develop brand awareness and recognition. 有效執行消費者, KOL 酒專通路活動以發展提高品牌知名度與辨識度

Deliver distribution, activation and sales targets through sound planning, trade execution, negotiation and influencing of customers, in alignment with brand strategies and leveraging on business systems and processes. 符合公司系統流程與品牌策略 以有計畫性的通路活動執行, 談判與客 管理技巧確實達成鋪貨 活動執行及業績目標

Identify potential business opportunities to increase the distribution and coverage of Liquor Store channel within the assigned district. 開發潛在商業機會以提高負責區域的 酒專通路 品分布與銷售迴轉

Building and maintaining influential relationships across the customer base in order to identify and exploit opportunities to improve sales performance and customer satisfaction. 建立維護所負責客 關係與客情以 進銷售表現與客 滿意度

Manages a set call cycle effectively to maximise productivity. This call cycle will cover key customers across their area of responsibility, recorded and maintained via the company's CRM system. 以公司客 管理與出勤系統管理客 資料並有效安排拜訪行程

Collect and provide feedback on market information, particularly pricing information and competition activities in order to develop relevant action plans. 收集並提供市場資訊 發展相關的行動計劃 進公司品牌表現

Our Ideal Candidate

At least 3 years working experience of sales function in FMCG or spirit's company.

Knowledge of wine and spirits is preferred; familiarity with whisky is advantageous.

Possesses good business sense, logical thinking, and analytical skills.

Strong and confident communicator (both oral and written), with good influencing and interpersonal skills to interact at all levels of the business, influence internally and externally, whilst challenging constructively.

Positive and conscientious, outgoing and willing to learn.

Self-reliant, tenacious; proactively seeks to learn, to deliver results and problem solve with a flexible, entrepreneurial approach, whilst still working closely with the Commercial team.

Demonstrates professionalism, builds credibility, trust and respect both internally and externally

Good negotiation and teamwork skill is preferred.

What we can offer you

我們提供具有競爭力的薪水和福利 旨在促進員工的財務 況, 包括獎金計劃。

我們的員工享有優於勞基法的休假制度。

補充醫療保險涵蓋了員工和家屬的部 。

退休金條款依照當地勞工退休金條例規定。

我們的員工援助計劃在醫療 財務和法律以及家庭和 家庭問題等日常事務上提供實用 公正的支持。

人身壽險包含在公司團體保險計劃中。

享有品補貼使可以和家人朋友一起享用我們的夢幻品牌組合。

位員工年都有機會為一個或多個自己籌集資金志願服務或個人捐贈的慈善機構申請資金。

提供學習資源以助成為自己最好的自己。

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