



robot coupe®

RECRUITMENT ADVERTISEMENT

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| Position: | Hong Kong Area Sales Manager |
| Company / Establishment: | ROBOT COUPE HONG KONG |
| Location / Address | Robot-Coupe Hong Kong Limited 7/F MEYER IND. BLDG., 2 CHONG YIP ST., KWUN TONG, KLN., HONG KONG |
| Company / Establishment Description /Overview | <p>Robot-Coupe is an international company based in France that operates in the Food Service industry. Leader in the segment of "Food Preparation equipment", Robot-Coupe is marketing its products worldwide through a distribution network.</p> <p>In order to develop further its activity, the company is recruiting a candidate who will take the responsibility for the sales activity in Hong-Kong.</p> |
| Key Job Responsibilities: | <ul style="list-style-type: none"> • Promoting Robot Coupe brand & product solutions through the various operators of the industry, • End Users promotion (about 60% of the time), restaurants, hospitals, caterers, central kitchens, bakery & pastry shops... / Product solutions recommendation / Machine demonstration / After sales commissioning, training & service. • Promote and develop the existing distribution network in the territory: distributors, kitchen contractors, kitchen architects, / Training of the Distributors sales team / Business & projects follow up / Field support / Open doors • Networking with, Consultants, Culinary schools, Chefs Associations ... • Participate to national exhibitions. |



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| Experience Requirement: | <ul style="list-style-type: none">• Working knowledge of the Food Service industry (food manufacturer, food distributor, equipment specialist, chef) ideally, with a proven successful experience to develop a distribution network.• Sales person with a first sales experience and with a "roll up the sleeves" attitude.• Chefs and experienced professional with a sales touch are welcomed• High drive and energy, combined with charismatic personality able to motivate and enthuse.• Autonomy, Ability to organize work, ability to Listen and be curious.• Available to travel 60% of his time.• Driving license & a car. |
| Expectations: | Male / Female with high energy level |
| Position Reports to: | China Sales Manager |
| Remuneration Package: | To be discussed |
| Application Requirement | Resume |
| Email to: | sacchi@robot-coupe.com |
| Deadline of Application: | N/A |