

Job opening sales representative

Ise-Suzuki Egg India Pvt. Ltd. Is a joint venture company between Suzuki Motor Corporation (parent company of Maruti Suzuki) and Ise Foods, Inc. Japan's largest and world's 5th largest egg and egg related processed foods manufacturer in Japan.

It entered India market by transferring Japan standard hygienic production and quality-oriented egg production technology and know-how and introduced the complete cold chain ecosystem and manufacturing for the first time in India.

Position:

Sales representatives

Job description:

Sales representatives are responsible for communicating the benefits of Ise Egg products to drive sales. Sales reps serve as the point of contact between a business and its prospects or clients and have a range of responsibilities including identifying and educating prospective customers while supporting existing clients with information and assistance that relates to products and services.

Responsibilities:

- ✓ Selling Ise Egg products using solid arguments to prospective customers by fully understanding the competitive advantage and product features of Ise Eggs
- ✓ Maintaining positive business relationships by visiting regularly to ensure repeat orders, reduce return, and collect payment in timely manner.
- ✓ Reporting and communicating with a manager (including Japan office to make a thorough sales plans and indirectly to COO)

Requirements:

Education: University graduate (no correspondent course preferable) Bachelor's degree in business or related fields or above

Experience: 3~5 years business experience with the knowledge sales in foods industry, and working with foreign corporate office is a strong plus.

Required skills: strong interpersonal and communication skills

Comfortable working on Ise-Suzuki Egg India ERP system and encourage customers to use ERP system: CRM information input, invoicing and order input are all via ERP system

Ability to work on Excel, work, PPT

Language: Strong command of English in speaking, writing. Hindi only is not applicable

Personal competence: Aggressive committed and hard-working, flexible to cope with Ise Foods Japan corporate way, deliver-the-results attitude, keep promises and punctual, ethical, and honest. One who has strong career aspiration to grown within the company by growing the company in India for a long-term basis, Willing to work on incentive scheme

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Workplace: Delhi/NCR, Chandigarh Tricity

Report to: Area sales manager, business development manager, COO and Tokyo HQ office,

Employment conditions:

Salary: Subject to the person's quality and experience.

Incentive is based on performance

Allowance: Fuel allowance payable

Probation period: 3 months, subject to termination when his/her performance does not meet company expectation

Status: full time

PF, Social welfare provided according to Indian labor law

Successful candidate will receive an offer letter under probation period of 3 months.

After successful 3 months' probation period, he/she will be hired as a full-time employee.