

Flavour Sales

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Company: Talentvis

Location: Indonesia

Category: other-general

Working towards achieving the sales target

Seek new opportunities through networking, cold calling, and other channels ▪ Develop a strategy for sustainable business growth

Creating and managing a sales pipeline as a reflection of the sales prospects and process

Follow up on sales inquiries coming in through emails, calls, etc

Sales reporting and developing competitor analysis

Negotiating contracts to arrive at the best deal for both the client and the organization

Strong market analysis to evaluate gaps, and opportunities, and find the white space

Collaborate within teams to achieve better results

Prepares budgets and forecasts

Comply with all company policies, procedures, and business ethics.

3 + years of sales-related experience, experience in the same industry is preferred

MS Office skills (Word, Excel, Powerpoint)

Proficiency in English

Knowledge of strategic/conceptual selling skills preferred

Bachelor's Degree in Business Administration or food science required from a four-year College or university preferred.

Proficient in English

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