



Interflour Group

Job Description



Job Description

JOB TITLE	
Technical Sales Executive	
DEPARTMENT / UNIT	
Sales & Marketing/ IFV - Dak Lak/Gia Lai Province	
REPORTING TO	
Area Sales Manager	
Role	
<ul style="list-style-type: none"> • To be responsible for product marketing directly to end-users, to convert them to use our flour and look for new customers (e.g. Bread vendors, Bakeries, Noodle Manufacturers, etc.) • Executes sales strategies directed by supervisor to achieve the budgeted sales and market share objectives. • Provides effective & full technical support at assigned area 	
MINIMUM REQUIREMENTS	
Education / Experience	<ul style="list-style-type: none"> • University degree or College (food technology is preferred) • English Skill – Communicable • Good computer literacy (Ms. Office) • 1 to 2 years of working experience in the same position with the same responsibilities (prior experience in the sales function of a flour business or food & baking distribution is preferred).
Specific Skills (Knowledge, skills and abilities)	<p><u>Functional skills:</u></p> <ul style="list-style-type: none"> • Flour Application knowledge • Baking Skills, Bakery Knowledge • Food Technology Knowledge <p><u>Behavioural Competencies:</u></p> <ul style="list-style-type: none"> • Well organised and a problem solver • Excellent interpersonal and communication skills, a team player • Ability to work under pressure as well as multi-task • Sales skills (e.g. negotiation, sales relationship, customer understanding mind set, entrepreneur mind set, etc.)

<p>AREAS OF RESPONSIBILITY (AOR)</p> <p>Header Definition IN ORDER TO, what results</p>
<p>Seek new end-users (bread vendor, bakery, noodle, etc.)</p> <ul style="list-style-type: none"> • Seeks to convert end-users to use our flour & maintain good business relationship with all bread vendors, bakeries... within assigned territory • Executes sales action plans directed by MS to achieve sales volume target & good coverage within assigned territory.
<p>Achieve targets of volume & coverage, overdue</p> <ul style="list-style-type: none"> • Develops monthly forecast of sales at his/her in-charge area (product type, quantity) • Plans monthly selling • Visits end-users & distributors; analyze products and offer benefit solutions from pricing, shipping cost, customer need in order to persuade customers using IFV products • Be in charge of debt collection
<p>Implement of report submission</p> <ul style="list-style-type: none"> • To be responsible for timely & accurately submitting call card & daily report and recommend changes as necessary to ensure targets are achieved • Prepares sales forecast report • Prepares reports on market situation, competitors when required • Implements strictly i-sales program.
<p>Develop & maintain business relationship with distributor and all end-users. Assure optimal customer service</p> <ul style="list-style-type: none"> • Works closely with distributor to align monthly/daily sales plan & order delivery schedule to end-users • Monitors distributor's performance to ensure that end-users are given good customer service by distributors • Maintains and develop good partnership with all customers to ensure company successfully build good image in the market
<p>Keep track competitor's activities & market feedbacks</p> <ul style="list-style-type: none"> • Keeps track on all competitor's activities & market feedbacks on IFV's products to contribute to business decision –making
<p>Technical support</p> <ul style="list-style-type: none"> • Trouble shooting • Advise end user in product, baking equipment, etc. • Train customers to make products from flour • Drive DEMO programs