



Company Name:
freshchefs

freshchefs is an exciting startup with experienced and talented founders from the United States and China. We are working with some of the best restaurants in town, catering their food to companies and homes in Shanghai. We have a unique program for customers to promote our portfolio restaurants in their offices.

Check out more on www.freshchefs.cn

Corporate Sales Associate

We are looking for a responsible full-time Corporate Sales Associate with a desire to learn from experienced serial entrepreneurs in a classic startup environment and prepared to take on any and everything that comes to them.

Responsibilities of the Corporate Sales Associate include prospecting clients, sales calls, face-to-face pitches, and the creation of mutually advantageous relationships through special events, daily promotions, and catering services.

Responsibilities:

- Develop, build, and manage a client base of corporate accounts
- Oversee the sales process at each stage from quote to purchasing to fulfillment and follow-up
- Work with the Marketing Dept to develop and execute corporate sales initiatives
- Prospect new clients via sales calls, direct mail, email and networking events
- Follow up on leads generated through research and promotional events
- Analyze sales trends, track unit sales, and generate gross margin reports
- Generate weekly budgets and sales forecasts
- Investigate and troubleshoot customer service issues
- Able to work independently

Qualifications:

- Likes food, it's our industry!!!
- Loves interacting with people!!!!
- Proficiency in MS Office (MS Excel and MS PowerPoint, in particular)
- Excellent time management skills and the ability to prioritize work
- Attention to detail and problem-solving skills
- Excellent written and verbal communication skills in both English and Chinese
- Strong organizational skills
- Time Management
- Adaptability / Flexibility
- Results Oriented

Language:

- Excellent written and verbal communication skills in both English and Chinese

Additional information

- Location: Nanjing West Rd, Shanghai
- Hours per week: 40h
- Start Date: Now
- Minimum duration: 3 months
- Stipend: TBD

Apply

Please send your CV and Cover Letter to jobs@freshchefs.cn