

Sales Executive

This **Sales Executive job** will entail a close working relationship with the Sales & Marketing Manager of the company. Working within the food industry you will be responsible for providing **Sales Services** internationally, whilst based in **Malta**.

Responsibilities will include:

- Establishing and maintaining strong positive relationships with the company's strong client base as well as new customers
- Analysis of products, sales trends, distribution channels, sales targets and budgets
- Understanding client requests, consulting clients and managing expectations
- Negotiating and identifying bespoke solutions with prospective clients in line with company standards
- Ensuring that all sale proposals and agreements are processed in a timely and effective manner
- Generating new business opportunities by attracting new customers, promoting the company's services and conducting outdoor sales meetings as necessary.
- Understand the industry trends and competition in order to assisting identifying possible strategies and increase sales
- Travelling on a regular basis to visit clients

Education and Experience

- An A'level standard of education or equivalent
- Knowledge of the FMCG industry would be considered an asset

Skills

- Highly driven and possess a strong passion for sales
- Organised and people-focused
- Ability to coordinate with various stakeholders
- Excellent verbal and written communication skills in **English**. Good command in either Spanish or Dutch will be considered an asset
- A customer-centric personality and a passionate approach to work
- A team-player with the ability to work in a flexible manner and on own initiative