

Sales Specialist – Haagen Dazs Ice Cream (HORECA) | Bidfood Middle East Dubai

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Company: Bidfood Middle East

Location: dubai

Category: other-general

Sales Specialist – Haagen Dazs Ice Cream (HORECA) | Bidfood Middle East Dubai

Previously known as HORECA Trade, Bidfood Middle East currently operates in 5 markets – UAE, KSA, Oman, Bahrain and Jordan.

We collaborate with major F&B brands from all over the world to allow food operators to provide their customers the best dining experiences, always!

The primary responsibilities are providing information about the brand, product or service, generating sales opportunities and working to build customer preference for the brand.

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Responsibilities:

Building and sustaining business relationships with existing customers for the assigned brand/s.

Seek new business opportunities in line with the organizational growth strategy.

Recruiting new accounts.

Responsible for meeting the set revenue and EBIT targets set by the manager.

Brand Related Activities: Managing and executing brand related events, exhibitions, product launches, customers activation.

Brand trainings: Conduct regular brand trainings internally and externally to increase brand awareness among the sales team and the customers.

Managing a healthy stock holding inventory based on managers directions while maintaining an

accurate rolling forecast for 12 months.

Negotiate / renew existing contracts.

Ensure compliance to company policies, procedures, commercial terms and local regulations.

Key experiences:

+2 years of experience in Sales/brand related jobs (Food Service, FMCG, F&B distribution) in GCC

2-3 in the UAE

University Degree (Attested in UAE)

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