

## **Sales Agent Post for Spanish or International F&B Products in China**

Location: China - Tier 1, 2, 3 cities

Ethnicity: Chinese (Not preferred, it is necessary)

### **Onexixie: We build careers one hire at a time!**

We are looking for a Sales Agent to complement our critically acclaimed international sales service team. This position will be responsible for business development in China's Tier 1, Tier 2, and Tier 3 cities with existing and potential customers in the HoReCa space and other sales channels like supermarkets chains, wholesalers, online and offline retailers, etc. You will explore existing and new sales plans and ideas for Spanish and international F&B products.

You will also be working closely with our on-field sales team, operations team, maintaining effective communication with importers, and retailers in this sector. Efficient networking will help you retain customers, excel in stock management, and ensure customer service like none other.

### **What are we looking for?**

- Considerable sales experience with a proven track record of generating leads in the international F&B space. Official sales agent certificate or license for China market will be considered.
- Exposure to the Chinese F&B space, inventory management, and service improvement. Proven experience and a thorough knowledge of Spanish and/or international F&B products will be considered a bonus.
- You will have to learn about the products thoroughly and present them in specialized International events for foreign exposure. ([www.ciie.com](http://www.ciie.com) , [www.fhc.com](http://www.fhc.com), ...)
- Ability to communicate with clients and our operation teams in fluent oral and written English. Preference for candidates with Spanish as their third language.
- Diligence when creating and submitting sales report to the Head of Sales as per company requirements.
- As an independent agent, you must possess the ability to find your own sales channels (HoReCa, local distributors, D2C, B2B, etc.) by yourself and perform tasks without supervision.

If you know how to establish an effortless and sustainable sales network, we want you to join us. This job is an excellent opportunity for you to combine your sales knowledge with a positive attitude to support operational capabilities and develop an international sales nexus for our clients.

## What you get

Being an independent sales agent, you will have the opportunity to work in an industry you like with the appropriate support to excel in your job. With Onexiexie, you get the following benefits:

- **Sales commission for every sale:** If you have what it takes to be a good sales agent, there's virtually no limit to the amount you can earn.
- **Legal relationship:** A sales agent agreement brings you the best of both worlds. You can take intricate decisions depending on the situation, but there's also the Onexiexie support for when you need it.

## Our projects

As our partner sales agent, you will need to be thoroughly acquainted with our existing clients and their product catalog. This will help you know the unique selling points that each product brings to the table and generate more leads.

Some of the producers that have placed their trust in Onexiexie include:

- Iberian & white Spanish pork
- A combination of rums aged in Jerez de la Frontera, including Pedro Ximénez and Oloroso wine
- Spanish Rioja Wine
- Spanish Olive Oil
- Pretigious Bourdeaux Wines and Spirits

## About Onexiexie

We at Onexiexie excel in developing sales models for our international clients. We partner with growing companies across the world and help them develop global networks and operational capabilities. Onexiexie provides full sales service by researching various sales channels and curating industry-specific support channels and market-entry services.

Our mission is to deliver the most demanded and high-quality international products in the hands of consumers across the globe at the most competitive prices.

*Think you fit the glove?*

Send your resumes in today at [agency@onexiexie.com](mailto:agency@onexiexie.com) or get in touch with our talent acquisition personnel.

If selected, interview via WeChat after getting the CV and verification of references.

## Reference link

<https://www.onexiexie.com>

**Video:** <https://youtu.be/KLeQrglhwoY>