



AJINOMOTO, a Japanese- rooted worldwide food company already firmly implanted in Asia and America is expanding in Europe through its european affiliates AJINOMOTO FOODS EUROPE. The Consumer Division business provides European consumers with French and Japanese products, via *B to B* as well as *B to C* channels.

Within the frame of our Consumer Division growth in Spain, we are looking for a :

Junior Key Account Manager (Permanent contract)

Based in Barcelona, under the supervision of the Europe Food Service Director and in direct contact with the Sales team in Paris, your goal is to increase our products' sales by sustaining existing commercial bonds and looking for and developing new markets.

As such, your main interlocutors are Japanese food restaurant owners and caterers in Barcelona.

Your main missions are as follow:

- Maintain and develop the existing portfolio by visiting clients in order to build or sustain a trusting relationship ;
- Follow-up sales'evolutions and advise customers for an efficient usage of our products : product information, guidance towards main distributors.
- Conquer new markets by identifying future clients, analyzing the market and determining ways of entering. Canvass potential clients by introducing our products ;
- Organize and take part in promotional activities needed for sales' development : fairs, tastings, events...
- Carry out a competitor watch, make benchmarks and analyze consuming trends of Japanese Food Service products ;
- Collect and then analyze the information contained in clients' follow-up reports and inform the relevant departments (e.g. Quality, R&D, Marketing, Sales...)

Eat Well, Live Well.



Your profile:

You have outstanding interpersonal skills as well as very good communication skills. You can adapt easily to different interlocutors. You are autonomous and know how to work on your own.

You know both Spanish and Chinese languages at a native level (**Mandatory**). Your English language skills are at an intermediate level (B1 minimum).

You have a first professional experience in the sales sector, ideally in the Food Service or B to B fields.

You have a satisfactory level of Pack Office (Word, Excel, Power Point).

Employment conditions:

- Permanent contract ;
- Local contract ;
- Full time (40 hours/ week) ;
- Barcelona- based ;
- Under exclusivity ;
- Frequent travels to Paris and within Spain are to be expected (around two times a month).

Application conditions:

In order for our teams to process your application file in the best way possible, we thank you for applying in English.

Send CV and cover letter to: ariane_haviland@afe.ajinomoto.com.