



Client comes from nutritious environment where you can find to taste the healthy food. They provide everything your body needs for sustained energy, proteins, carbohydrate, vitamins and minerals. They are dedicated to provide you with a healthier choice. They make quality and healthier products at affordable prices. Preservatives Free Wholemeal Bread, Cakes, Muffins and Nuts are baked fresh everyday. They seek to share with you their philosophy of health.

Sales and Marketing Manager (2 Positions)

Reporting to: Managing Director

OVERALL RESPONSIBILITY:

- Formulate and implement strategic and tactical sales and marketing plans; oversee all necessary activities to fulfill strategic objectives.
- Identify and approach potential new clients, convert enquiries from potential clients to sales.
- Develop relationships with existing clients and maximize revenue potential.
- Develop existing marketing activities to ensure awareness of the company among all target groups.
- Provide timely and reliable management information.
- Work toward building the overall strength and performance of the sales and marketing team and the company as a whole.

DUTIES & RESPONSIBILITIES:

1. New business development and direct marketing
2. Suggest viable target clients, sourcing relevant data as necessary
3. Approach potential clients through various channels
4. Use knowledge to promote introductions and sales
5. Participate in events that will promote the awareness of the company and its products
6. Arrange and lead new business meetings, delivering sales presentation in a polished, professional manner
7. Be familiar with the range of products
8. Work with the managing director in the development of ideas for new markets for existing services

Requirements:

- **Diploma in F&B**
- **3 years of Sales & Marketing cum Branding experience in F&B industry**
- Highly motivated and ambitious - quality driven, customers and business results oriented
- Excellent interpersonal and communication skills



Location of Work: Kampong Ampat (near to MacPherson)

Salary Range : SGD\$3,500 – SGD\$4,000 per month

Interested candidates are invited to submit your latest updated resume stating your availability of employment, current, achievements and expected salary to Adrian Collin Png at: adrian@collincrawford.com