

Job Title: Part-time Sales Representative (Field Sales)

We are seeking a part-time Sales Representative to join our team and help expand our Sake's coverage at liquor stores and restaurants in the US. Global Sales Force is a sales solution company that provides tailor-made services to different CPG brands. As a Sales Representative, you will be responsible for building relationships with potential customers, increasing sales, and expanding our customer base.

Responsibilities:

- Identify and pursue potential customers, including liquor stores and restaurants, to introduce our sake products and expand our sales
- Build and maintain strong relationships with customers to increase sales revenue
- Develop and execute sales strategies to achieve targets and increase revenue
- Maintain accurate records of all sales and customer information
- Attend industry events and networking opportunities to promote our brand and expand our customer base
- Collaborate with our team to develop marketing materials and strategies to support sales efforts

Requirements:

- Minimum of 1-2 year of B2B sales / client facing experience, preferably in the food or beverage industry
- Strong communication and interpersonal skills
- Ability to work independently and effectively manage time and priorities
- Proven track record of meeting or exceeding sales targets
- Familiarity with CRM software and Google suites
- Sake knowledge is an advantage but not required

Compensation:

- Fixed salary for 60 hours of work per month (\$25.00 - \$30.00 per hour)
- Quarterly bonus based on sales performance

If you are passionate about sales, Japanese food and have experience in the liquor or beverage industry, we encourage you to apply. Please submit your resume and a brief cover letter highlighting your relevant experience and why you would be a good fit for this role.

Benefits:

- Cell phone reimbursement
- Travel reimbursement

License/Certification:

- Driver's License (Preferred)