



Sales & Marketing Manager

(Starting Date September 2010)

Deluxe Food Group is a North America base company and will be building a unique group of premium food related companies in Vientiane, Laos, including specialty supermarket, restaurants, and cold storage warehouses.

We are looking for an experienced Sales & Marketing Manager. We are seeking a high energy, self-motivated and dynamic individual to join our team. This unique individual must possess excellent communication skills in customer relations and be aggressive in targeting new customers to boost company sales. This is a relationship sales and marketing position and requires daily contacts with customers.

Key Responsibilities:

- Acquire new accounts for the company's import food wholesale and cold storage division (high-end hotels, restaurants, food distributors and retailers)
- Building and maintaining existing relationships
- Work with company President and General Manager to build strategies to increase sales, service and customer satisfaction
- Develop and maintain a contact and customer database
- Prepare sales proposals and presentations to customers
- Report sales progress directly to company President and General Manager on a regular basis
- Entrepreneurial spirit is a definite asset

Knowledge, Skills and Abilities Required:

- Strong knowledge of high quality import food products
- Minimum 5-10 years sales experience in food and an excellent network of contacts are required to succeed in this position
- Superior personal and communication skills
- Commitment to exceed customer and company expectation
- Previous marketing experience is an asset
- Build strong relationships with major customers and suppliers.
- Bachelors degree in business, commerce or related field
- Advance communication skills oral and written - Bilingual in Laotian/Thai and English

Term Commitment:

- This is a long term position with unlimited potential to grow
- Minimum 2-years term commitment

Salary: Competitive - Thailand Food Industry Standards

Benefits:

- Medical & Dental coverage, Profit Sharing Plan, Thailand industry standard holidays and more!

How to Apply:

- If you are interested in applying for this position, please send us your resume and a covering letter in **ENGLISH** to deluxefoodgroup@gmail.com - Only shortlisted candidates will be contacted for interview.