

## **Dunbrae Philippines Incorporated – We Make It Happen**

Dunbrae Philippines Inc. is looking for a qualified candidate for **DUNBRAE FOOD SERVICE & BAKERY EQUIPMENT SALES EXECUTIVE- FOOD SERVICE** position. The Technical Sales Specialist (Food Service / Food Processing Equipment including but not limited to-Bakery line) you will be responsible for generating and fostering an increasing customer base through active selling with the end-users that will translate to continuous growth.

### **What you will be doing for us:**

As **Dunbrae Food Service & Bakery Equipment Sales Executive-Food Service**, you need to discover and pursue new sales prospects, negotiate deals, and maintain customer satisfaction. Your previous Food Service / Food Processing Equipment sales experience will contribute to achieving sales targets and handle bigger revenue targets to achieve monthly sales target set by the company.

You are expected to monitor, analyze, and evaluate end-users purchase performance. Provide recommendation and solutions to improve business. You will undertake monthly market study on product price, price trend, competitor's promotional activities, produce placement, price positioning, distribution network, and logistical support. You will also provide technical assistance through collaboration with the Technical Service Team.

You need to maintain your professional and technical knowledge by attending educational workshops; review professional publications; establish personal networks; benchmark state-of-the-art practices and participate in professional societies. With this there will be some ad hoc duties to perform including but not limited to lead generation through cold calling, email campaign and networking, generating pipeline report, liaising with other departments regarding order status/deliveries/payments, product installations and demo, managing stocks, creating marketing collaterals, social media management, scheduling meetings, and organizing customer visits. Your role requires travelling, so you need a valid driver's license and willing to travel on your own.

### **What technologies you will be working with:**

In this role, you will be working with NetSuite and Proficient in MS Office.

### **Skills / Experiences you must have:**

A Bachelor's degree in a related field or equivalent experience. Technical knowledge on food processing equipment / food service. Minimum of 3 years of technical product management, program management or engineering experience. Experience in meat quality, processing, research and development, sensory evaluation, product development, etc. 2+ years of experience with end-to-end product delivery.

### **What we can offer you in return:**

- We typically offer good pay rates to our team which is above the industry in the region.
- We provide our team with a generous Semi-Private Health Care Insurance Program or HMO upon joining with Dental coverage.
- Our team are entitled to double the Annual Leave entitlement prescribed by the Philippine Labor Law and annual leave entitlements continue to accrue.

- We offer Sick Leave or Carer's leave – a leave entitlement extended to your loved ones
- We offer several employee benefits programs, such as: Years of Service Awards, Milestone Celebrations, Sports Activity etc.
- We provide In-house Training Programs
- Free Shuttle service within SBMA. Free Parking
- Uniforms with Laundry Allowance
- Rice Subsidy every month
- Work from Mon-Friday 7:00am-4:00pm

**We want you to be part of our Team.**

Join us by sending your resume at [careers@dunbraesubic.ph](mailto:careers@dunbraesubic.ph). Only shortlisted candidates will be contacted.