

Ham Carver

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Company: Grupo Osborne

Location: Miami

Category: other-general

Osborne

Osborne is a Spanish company, with 250 years of experience, internationally recognised for the artisanal production of food and drink products that offer the ultimate in authenticity and prestige. We exist so that people can enjoy and share authentic experiences through our brands.

Job description

Your mission will be to make the excellence of the Cinco Jotas brand known to the customer and consumer, using its expertise to train and educate the determined distribution channels.

What will you do?

Plan, develop and monitor the training of customers in the conservation, handling and presentation of Cinco Jotas products in all formats.

Represent Cinco Jotas brand carving either with clients or at prestigious events.

Represent and publicise the Cinco Jotas brand and products at customer tastings (demos).

Support sales and customer prospecting in the areas designated by the Area Manager based in Miami.

Follow up and audit the quality of handling and carving in customers designated by the Area Manager.

As far as possible, analysis and diagnosis of product in case of (alleged) quality problems, in the cases indicated by the Area Manager.

Follow up of the different carving materials and visibility in the warehouse, as well as in the customers designated by the Area Managers.

Develop sales plans to private VIPs in the cities indicated by the AM.

Preparation of carving manuals for the different Cinco Jotas products/formats.

Requirements

Experience:

At least 3 years of professional experience as a ham carver or in a kitchen, accustomed to work with knives.

Experience as a sales person is a plus.

Experience in FMCG sector, Premium food desirable.

High communication skills and customer service knowledge.

Education:

Education as a ham carver or in a culinary/hospitality school.

Commercial training is a plus.

Languages:

English as mother tongue or very high level.

Spanish will be valued.

Skills and values:

Closeness

Honesty

Humility

Results orientation

Teamwork

Harnessing diversity

Change orientation

Knowing the customer

Operational excellence

Being a company ambassador

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