



MELLOW DRINKS

Sales Support Analyst

Sales Support Analyst is offering support to sales department by providing insights and run operationally recurring tasks.

Please send your resume to: paul.ghita@mellowdrinks.com

Main Responsibilities:

Sales Support

- Distributor desk research, profiling and qualification.
- POS desk research, profiling and qualification.
- Market desk research
- Orders and presentation preparation
- Contracts writing and digitalization
- Demand planning and forecasting
- Sales, volumes and profitability analysis
- Support Agents with client follow-up

Skills, Interests and Qualities:

- Interest in working in small fast growing company
- Proven ability to work independently, without supervision and achieve its goals.
- Habit of leadership proof. We are interested in any form of leadership. From initiatives at work (professional or extracurricular) to leading any type of teams. In essence, we are looking for evidence of your potential.
- Analytical skills we expect to solve both complex and uncomplicated problems and concepts, and make decisions based on available information
- Very good communication and interpersonal skills.
- Excellent sales and negotiation skills
- Determination and the drive to work towards targets
- The resilience to deal with customers who turn you down
- Attention to detail
- The ability to develop in-depth knowledge about your products and markets
- Good business sense and a professional manner.

Experience Required or Preferred

This is an entry level job and we don't expect prior professional experience. However, we prefer our ideal candidate to have the following experience:

- Last year of university, BA is preferred
- Extracurricular experience is a must (volunteer in a student organization should do it)
- Some experience in sales is a plus

Recruitment Process

1. CV Screening on HIPO
2. Online Tests (mainly to determine the personal profile, similar with Myers Briggs)
3. 1-2 interviews

Here are some ideas about what we would like to learn about you.

- Study Case – expect to have a study case to solve. This will help us understand your ability to solve problems.
- What do you know about the beverage industry?
- Why are you interested in a career in this industry?
- Be prepared to discuss your résumé.
- Think about your strengths and weaknesses and be able to discuss both. How do your strengths apply to this traineeship?
- What are your three greatest accomplishments?
- Describe a failure. What did you learn from it?

Package Information

- Competitive base salary + Bonus.
- Company car
- Mobile phone and Laptop

About Mellow Drinks

Mellow Drinks is a beverage company producing Juices and Smoothies without added sugar, water or preservatives. All products are marketed mainly in HORECA.

