

DYNAMICA

ABOUT US:

Dynamica is a worldwide export agency representing top quality international wine estates in more than 50 world wine markets. We operate with speed, through long distances, for achieving the right displacement and creating the best connections between our supplier and distributors.

POSITION: JUNIOR EXPORT MANAGER

DESCRIPTION

The offer is thought for dynamic, determined and organized people with great communication skills and with a deep wine knowledge and consistent experience in the world wine markets. Fluent spoken and written English is mandatory and preferably also a second language, besides a good knowhow of the operating system (Windows) and support programs (Office). We look for somebody who can establish great relationships with clients and that have the ability to open new accounts.

MAIN ACTIVITIES

- identifying new business opportunities including new markets, trends, and customers;
- thinking strategically by setting aims and objectives in order to develop and improve the business;
- working strategically by carrying out necessary planning in order to implement operational changes;
- understanding customers' needs and the ability to respond effectively;
- having an in-depth knowledge of business products and value proposition;
- seeking ways of improving methods of business operations;
- keeping abreast of trends and changes in the business world;
- implementing Salesforce software by adding contacts (leads) and keeping customers' accounts up to date;
- taking part to wine fairs and travels and
- providing support in organizational matters, such as trade fairs, events and customers' visits

CONTRACT

Contract details and compensation has to be defined after a colloquium based on experience and personal skills. This job offer is addressed to people of any sex, age and nationality.