



## Regional Sales & Marketing Manager @Zestea Kombucha

Taiwan/Sales&Marketing/Full Time

### About Zestea

Zestea Kombucha is Asia-based Kombucha brand exist to create real, organic, raw and all natural beverage that consumers can have more choice when they are not drinking water, Zestea aim to help our customers stay at their best so they can live happier, healthier and feel great. Giving consumers an energized lift to their day while keeping their mind and bodies ultimately balanced and regulated.

### The Position

At Zestea you are actively making the world a better place! We need you to have absolute enthusiasm for natural fermented drinks, and care about local brewing, food miles, and sustainability, and have relevant FMCG channel experience. The RSM manages all sales generating activities and relationships in order to develop retailers and wholesalers in Taiwan. The main role is to increase top line sales revenue while following strict brand guidelines in terms of profitability (promotional rebates) and brand visibility (approved artworks and merchandise items).

### Qualifications

- At least 5 years of relevant work experience in a retail, Wholesaler or Distributor sales environment (experience in consumer products, refrigerated beverages, and alcohol is preferred)
- Apply a sales strategy to target key markets and establish a dominant presence in Taiwan; execute promotional programs and activities with key partners
- Ability to function effectively in an intimate, entrepreneurial business environment and can work well with or without supervision
- Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.
- Strong self-organization and self-management skills, the ability to work under pressure.
- Education: Bachelor's Degree in Business, Marketing, Communications, or related major, MBA will be plus
- Must have reliable transportation

### What we offer:

- Potential to contribute to the growth of one of the major Kombucha brands within Asia over the next 3-5 years
- A lot of responsibility and close collaboration with the whole team as well as the Founders / Managing Directors
- A very diverse role with a large potential for personal growth

Please apply now at [info@zesteakombucha.com](mailto:info@zesteakombucha.com) and we will get back to you within 5 working days.

