## Restaurant Partnership Development (RPD)

**Employee type:** Part-time

### We will be responsible for:

**Essential Function**

- Assisting Restaurant Partnership Executive on the business opportunities with restaurant partners on pitching, developing the strategy, or selling the services independently.
- Ability to hosting and organizing the business related workshops and events from initiating to executing.
- Seeking the potential restaurant partners and be the first person to approach.
- Establish the sales related projects, focus on the strategy planning and logistic materials from work flows to ended execution.
- Coordinating the internal department and restaurants with the new and high speed challenges on events, services changes.
- Be responsible for all sales job duties, from generating leads to closing deals.
- Provide assistance and information on product features and partnership details for restaurant owners.

### We are looking for the person who is:

- Loves challenges with high speed and excited environment
- A player who is never unwilling to give up easily
- Customer obsessed. With great communication and negotiation skill.
- With the flexibility to embrace the changes
- Highly motivated and target driven with a proven track record in sales
- Able to work under tight time frame and deliver the work successfully.
- Love to interact and connect with the person or the groups
- You are a master student or senior college student with the heart of loving Uber Eats.

### We hope you have the skills like:

- Great communication and negotiation skill.
- Strategic thinking and problem solving skills
- Innovation and analytical mindset
- Customise the pitching statement with different restaurants.
- Basic software skills on Google sheets, drives, forms etc.
- Fluently in Cantonese and Mandarin is required; Fluently in English is a plus.
- Familiarize with Hong Kong geographical environment.
- Sales related work experience is a plus.

### Note:

- Ground floor opportunity to make a difference.
- Sharing the great ideas you come up with with whoever the position is.
- Salary of hourly NTD.140 with maximum 20 hour contribution per week.
- Work permit from the government is required for this position.