

MANAGER FOR FRESH PRODUCE & WET MARKET DEPARTMENT

BRIEF DESCRIPTION OF THE POSITION:

Negotiate sales agreements to meet or exceed sales and gross margin objectives. Lead, plan and coordinate all customer-focused activities for assigned accounts. Establish sustainable relationships between Company and assigned accounts. Seek and identify opportunities for cross selling and manage Company's response. Support and participate in Company's presence at industry tradeshows and conferences when appropriate. Communicate effectively with project managers and others with ongoing customer relationships to oversee and ensure resolution of customer issues.

JOB SITE: ORORAMA CHAIN OF STORES (Lapasan, Cogon & Carmen)

NUMBER AVAILABLE: One (1)

GENDER AND AGE REQUIREMENT: Male or Female, Between 28 - 35 years old

OTHER SPECIFIC REQUIREMENTS:

- With a Degree in Agri-Business, Food Technology, Industrial Technology Major in Food Technology or Management
- **With at least 2 years managerial experience in a retail selling or food service environment**
- Must be creative, have excellent oral and written communication skills
- Must be computer literate and know how to use word processing and spreadsheet software.
- **Must have mathematical skills and the ability to perform financial analysis**
- Must have good communication and negotiation skills
- Must be good at planning and decision-making
- Must possess strong leadership skills
- Must be resourceful and self-confident
- Must have a strong moral character

Rose Macasero and/or Alyss Solon
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Position availability is open

MANAGEMENT TRAINEE FOR DEP'T. STORE BUYING DEPARTMENT

BRIEF DESCRIPTION OF THE POSITION:

The Purchaser must perform much of the specialized work of new product selection and negotiation, which cannot be readily delegated to subordinates. Also, the Purchaser frequently participates in doing some of the less specialized work for the purposes of instruction, or to lend a hand when the workload is heavy.

JOB SITE: ORORAMA CHAIN OF STORES (Lapasan, Cogon & Carmen)

NUMBER AVAILABLE: One (1)

GENDER AND AGE REQUIREMENT: Male or Female, Between 28 - 35 years old

OTHER SPECIFIC REQUIREMENTS:

- College degree holder preferably in business
- With at least 3 years experience in retail merchandising
- Must be familiar with the merchandise sold and have experience in wholesaling and retailing practices.
- Must know how to use word processing and spreadsheet software, as well as the Internet.
- Must have the ability to analyze technical data in suppliers' proposals; good communication, negotiation, and mathematical skills; knowledge of supply-chain management; and the ability to perform financial analyses.
- Should be good at planning and decision-making and have an interest in merchandising.
- Must be able to make decisions quickly and to take risks.
- With marketing skills and the ability to identify products that will sell.
- Must have a strong leadership skills, be resourceful and self-confident.
- Must be very creative and has a very strong sense of fashion

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