CJ Patel

CJ Patel Group is a diverse group of companies operating with over 90 years of history across a variety of industries all with the common goal of delivering world-class products and services. The CJP Group controls operations of over 13 different companies using a variety of ownership model from joint ventures to wholly owned subsidiaries. With the head office in Suva, CJ Patel Group has extended manufacturing, sales, distribution, and service businesses in Fiji with renowned brands and products and significant exports to several countries and other regional markets such as New Zealand, East Timor, Vanuatu, Kiribati, Tonga, Samoa and Papua New Guinea.

SALES EXECUTIVE

About Us:
This is a full-time on-site role for a **Sales Executive to be based at Iceman (Fiji) Pte Limited, Walu Bay, Suva.** Iceman (Fiji) Pte Limited is a joint venture company between CJ Patel & Company Pte Ltd and Iceman Technologies (Pvt) Ltd Sri Lanka. Iceman primarily deals with installation, assembling, selling and carrying out maintenance on prefabricated cold rooms, ice plants, refrigerated trucks and air conditioners.We are seeking an experienced and results-driven incumbent to drive sales growth and establish our presence in an exciting new segment for commercial kitchen equipment and retail display units.

Key Responsibilities:
- Promote and sell a range of commercial kitchen equipment and supermarket refrigeration/display cabinets.
- Identify and develop new business opportunities with hotels, restaurants, supermarkets, cafés, catering companies, bakeries, resorts, and food service businesses.
- Conduct client visits, product presentations, and technical discussions to understand customer requirements.
- Prepare quotations, proposals, and tender submissions in line with company pricing and guidelines.
- Collaborate with technical, operations, and installation teams to ensure product specifications and customer expectations are met.
- Monitor competitor activity, industry developments, and market trends to support strategic decision-making.
- Achieve monthly and annual sales targets.
- Provide weekly progress reports and sales pipeline updates to management.

Qualifications & Requirements:
- Previous experience in sales, preferably within commercial or hospitality equipment, or other technical product categories.
- Strong understanding of the hospitality, food service, and retail supermarket sectors.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to understand technical specifications and recommend suitable solutions.
- Highly self-motivated, target-driven, and able to work independently.
- Valid driver's license and willingness to travel to client sites.

How to apply:
Apply online via:**https://jobs.hrmonise.com/details/5155/iceman/sales-executive**

or scan the QR code to apply

For information, **Email: careers@cjpatel.com.fj** with the subject**"Sales Executive – Iceman"**

https://www.cjpatel.com.fj

ICEMAN

Applications close on 5th December 2026