

Sales Manager

Location: Suzhou

Starting date: ASAP

Job summary

Under the supervision of the Director of Business Development – China, the sales Manager will be responsible for overseeing the development and growth of profitable new businesses for the sale of equipment and powders for surfacing, additive manufacturing and other industries. The incumbent will ensure sales growth through the management.

RESPONSABILITIES

- Develop and monitor business for China (current and new markets);
- Produce relevant reporting within the time allotted by the company;
- Regularly update all sales and business development monitoring tools (CRM, ERP, Market Studies, Strategic Business Initiatives, etc.).
- Ensure business development, promotion, and effective promotional planning;
- Support and help implement operational improvements;
- Prepare, present, and maintain sales budgets;
- Maintain and develop company's organizational culture, values, and reputation in the markets and with its employees, customers, and suppliers.
- Be proactive and propose solutions when facing challenges or potential problems;
- Ensure customer service excellence at all times (service, deadlines, availability, responsiveness).

REQUIREMENTS

- Bachelor's degree or Master's degree in engineering or business;
- 5 years of experience in technical business development role related to industrial market;
- Knowledge and/or strong interest for 3D printing industry
- Autonomous, organized, motivated and result-oriented person;
- Is able to build strong business relationships;
- Excellent interpersonal skills in communication and problem solving;
- Demonstrates positive leadership and team spirit
- Excellent ability to work in a constantly evolving structure;
- Good knowledge with OS and MS Office;
- Proficiency in English (essential) and French (an asset);
- Ability to travel (in China) more than 50% of the time.

APPLICATION

Please send your resume to: zhao.fleur@ccifc.org

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