

## Sales Manager

**Location: Shanghai**

### Company

Our client is an innovative and reliable partner for Shop Fitting Solutions, a world leader in the POS market and expert in Luxury Shop Fitting. Our client designs and builds Furniture, shop counters, high-end boutiques, stores, flagship stores, interiors of department stores. Thanks to their quality and service, over 30 luxury brands trust us and our sales are expanding worldwide.

### Role Description

A high-performing Sales Manager that will achieve targeted customer acquisition and revenue growth. Responsible for maximizing sales potential, crafting sales plans and fulfilling those plans.

### Responsibilities

- Achieve growth and hit sales targets by successfully utilizing sales techniques and interpersonal skills.
- Design and implement a strategic business plan that expands and entrench company's customer base and ensure its strong presence.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.

### New Business Development

1. Contact prospects / meet prospects to evaluate and create opportunities based on information gathered during introductions and meetings, in order to turn prospects into effective clients.
2. Nurture new clients with close contacts and follow-ups.
3. Focus on China Mainland new accounts and drive a strong effort for us to become a strong and recurring go-to supplier for Retail Fit-Out and General Contractor contracts.
4. Report to Sales Director / General Manager with monthly reports:
  - Analysis of planned vs actual prospected clients
  - Summary of meetings points
  - Highlights of potential
  - Insights from the industry – competition positioning in terms of prices and services

### Commercial Strategies

1. Selling our services and manufacturing assets.
2. Understand our strengths and weaknesses, feedback to the management team for actions and implementations of commercial support.
3. Being able to understand the clients target price.
4. Become an advocate of the green concept, CSR and Eco-design as strong selling points.

### Requirements & Skills

1. Bachelor's Degree and above.
2. For Chinese candidate, English speaking is necessary and French would be a plus.
3. For French candidate, fluent in English is a must and basic Chinese skill is needed.
4. Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.

5. At ease in a commercial environment, patient with a listening capacity and energetic with solutions.
6. Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization.

*Please send your resume to: [sh-recruitment@ccifc.org](mailto:sh-recruitment@ccifc.org)*