

Safety Shoes Sales Manager

Location: Dongguan
Sector: Clothing, retail
Starting date: ASAP
Job Reference: CDS-2024-034

ABOUT THE COMPANY

Our client is the subsidiary of an international company, headquartered in France, who is a leader in the European footwear and apparel retail industry, specializing in the design, development, sourcing and sales of shoes, clothing, handbags and accessories. It owns a total of 8 footwear brands, as well as a chain of 900 supermarkets and boutiques located in France, Germany, Switzerland, Luxembourg, Belgium, Portugal, Poland and other countries. Our client has 4 offices in Asia : Dongguan, Shanghai, Bangladesh and India, which is responsible for order tracking, quality control, logistics and transport in the whole Asian region, with a total of nearly 200 employees at present.

RESPONSIBILITIES

- Report to the Sales & Marketing Director on a regular basis.
- To introduce our safety shoes brand to the dealers and end users by building up the distributor networks in Middle East and Africa market.
- To maintain the continuity and stability of turnover growth by executing the sales target.
- To review, update, and validate sales forecasts to ensure a good inventory level.
- To prospect new distributors, develop new channels, always look for new opportunities.
- To prepare and participate trade shows.
- To do the Market analysis for the handled region(s).

REQUIREMENTS

- At least five years sales working experience in PPE product, experience in safety shoe business is preferable.
- Good command in writing/speaking English communication.
- Self-motivated, hard-working and able to work independently and travel alone for international trips.
- Result driven, an attitude of “whatever it takes” to achieve the target.

APPLICATION

Please send your resume and your motivation letter to:

sc-recruitment@ccifc.org

Mail subject: Your name | Job title - location [Job reference]

Ex. Your name | Safety Shoes Sales Manager - Dongguan [CDS-2024-034]

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