

China Sales Representative 中国区销售代表

Location: Zhuhai

Sector: Manufacturing; Clothing / Textile / Garment / Accessories

Starting date: ASAP

Report to: General manager

Job Reference: CDS - 2024 - 054

Candidature Preference: Local profiles

ABOUT THE COMPANY

Our client is a dynamic and growing foreign-owned manufacturing company specializing in eyewear products, primarily glasses. They pride themselves on innovation, quality, and customer satisfaction. Their culture values teamwork, professionalism, and a commitment to excellence.

我们的客户是一家充满活力、不断发展的外资制造公司，主要生产眼镜产品和婴幼儿太阳镜。他们以创新、质量和客户满意度为傲。他们的企业文化重视团队合作、专业精神、追求卓越。

MISSION

As a China Sales Representative, you will play a crucial role in driving new sales and revenue growth for company's eyewear & specialized sunglasses products. This position requires a dynamic and results-oriented individual with experience in sales within China, preferably in the eyewear industry. You will be responsible for developing and executing sales strategies to penetrate new markets, identify potential clients, and secure new business opportunities.

作为一名中国区销售代表，您将在推动眼镜额和专业太阳镜产品的新销售和收入增长方面发挥至关重要的作用。这个职位需要一个充满活力、以结果为导向的候选人，拥有在中国的销售经验，最好是眼镜或儿童产品行业的销售经验。您将负责制定和执行销售战略，以渗透新市场、识别潜在客户并获得新的业务机会。

RESPONSIBILITIES

- Develop and execute sales strategies to penetrate new markets and acquire new clients in the eyewear & children's sunglasses segment.
制定并执行销售战略，以渗透新市场并获得眼镜和儿童太阳镜领域的新客户。
- Identify and pursue new business opportunities through prospecting, networking, and cold calling.
通过发掘、建立联系和冷拜访，发现并寻求新的业务机会。
- Conduct market research to identify potential clients, market trends, and competitor activities specific to children's eyewear.
开展市场调研，确定潜在客户、市场趋势和竞争对手的活动，特别是在儿童眼镜方面。
- Build and maintain relationships with key decision-makers in target industries and segments related to eyewear & baby and children's products.

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与目标行业和细分市场的关键决策者建立并维护关系，特别是眼镜和婴幼儿产品相关领域。

- Deliver compelling sales presentations and proposals to showcase the value proposition of company's eyewear products & children's sunglasses.

提供有说服力的销售演示和建议，展示公司眼镜和儿童太阳镜产品的价值主张。

- Negotiate pricing, contracts, and terms of sale to secure new business and achieve revenue targets.

就定价、合同和销售条款进行谈判，以获得新业务并实现收入目标。

- Collaborate with internal teams, including marketing and product development, to ensure alignment of sales efforts with company objectives.

与市场营销和产品开发等内部团队合作，确保销售工作与公司目标保持一致。

- Prepare regular sales reports and forecasts, including tracking sales performance and analyzing sales data.

编制定期销售报告和预测，包括跟踪销售业绩和分析销售数据。

- Perform additional tasks as assigned by the General Manager to support company objectives.

执行总经理指派的其他任务，以支持公司目标的实现。

REQUIREMENTS

- Bachelor's degree in business administration, marketing, or related field (preferred).
工商管理、市场营销或相关专业的学士学位（优先考虑）。
- Minimum of 5 years of domestic sales experience in China, in the eyewear or children's products industry.
至少5年中国国内眼镜或儿童产品行业的销售经验。
- Proven track record of achieving sales targets and driving revenue growth.
在实现销售目标和推动收入增长方面有好的业绩记录。
- Strong negotiation, communication, and interpersonal skills.
较强的谈判、沟通和人际交往能力。
- Ability to work independently and manage multiple tasks effectively.
具有独立工作和有效管理多项任务的能力。
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).
熟练掌握微软办公套件（Word、Excel、PowerPoint）。
- English-speaking is important for this position.
会讲英语对本职位非常重要。
- A willingness to travel as needed to meet with potential clients and attend industry events.
愿意根据需要出差会见潜在客户和参加行业活动。

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 | China Sales Representative - Zhuhai [CDS-2024-054]

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