

Account Manager

Location: Pazhou, Guangzhou

Sector: Manufacturing

Starting date: ASAP

Job Reference: CDS-2024-057

ABOUT THE COMPANY

Our client is a metal and plastic mechanical part manufacturer with factories in Guangzhou, China, and Mexico, specializing in CNC machined parts, die-cast components, plastic injection parts, and more. They are expanding their team at the Pazhou office in Guangzhou and are seeking an Account Manager.

MISSION

Join them in driving growth by connecting with clients in the European and North American market. They value teamwork, effective communication and self-driven growth and welcome individuals passionate about international sales and manufacturing solutions.

RESPONSIBILITIES

1. Serve as the primary point of contact for customers in Europe and Canada, addressing their needs and concerns.
2. Cultivate and maintain strong relationship with existing customers.
3. Identify opportunities for account growth and collaborate with customers to develop tailored solutions.
4. Track orders and make logistics arrangement with domestic factories for their Canadian partner.
5. Prepare and submit reports on order fulfillment, shipment and payment.
6. Organize and participate in meetings and other communication channels with customers.
7. Complete other tasks assigned by reporting manager and oversea management team.

REQUIREMENTS

1. Bachelor's degree or equivalent, major in international trade, French or other related field.
2. Fluency in both written and spoken English and French is a must. Spanish is a plus.
3. At least one- or two-year experience in foreign trade, account management, sales or related field. Working experience in CNC machining/die-casting/plastic injection company/factory is a valuable plus.
4. Ability to work effectively in a multicultural environment.
5. Proactive, customer-oriented attitude with strong problem-solving skills.
6. Strong organizational and time management abilities.
7. Ability to work independently and as part of a team.
8. Self-motivated and self-disciplined, willing to grow with the company.

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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 | Account Manager - Guangzhou [CDS-2024-057]

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