

Account Manager

Location: Guangzhou
Sector: Luxury Product
Department: POS
Report to: General Manager
Starting date: ASAP
Job Reference: CDS-2024-058

ABOUT THE COMPANY

Our client is a team of experts in high-quality merchandising, displays, windows decoration, promotional items, CWP and packaging, so-called POS materials. They have been in Mainland China since 2010 and expanded their operations to the world throughout the years.

They work as agents for luxury brands and establish partnerships with factories including in Mainland China. They also provide additional services to their clients such as laboratory testing, suppliers audit, quality control, warehousing, logistic, design and product development. Their aim is to deliver beautiful products at affordable pricing as well as developing fair business practice and enjoyable working atmosphere.

RESPONSIBILITIES

1. Towards clients: review inquiries, proactively seek information from clients, suggest options or revisions, provide regular updates to clients, issue price offers, seek feedback on issued offers, handle complaints, review documents before sending them to customers, organize customers visit.
2. Towards the operational team: supplement details independently, review tasks performed by project managers at various stages (sourcing, product development, production, logistics), provide support and advice to the operational team whenever needed.
3. Towards management: suggest process improvements, point lack of staffing or knowledge or resources, escalate difficulties either internal or external, visit tradeshow and provide feedback on visits.
4. Other responsibilities as assigned by immediate supervisor.

REQUIREMENTS

1. Knowledge of materials, tooling, processing, finishing, structure, mechanic, industrial design.
2. Proven working experience in display, vitrine, packaging would be preferred.
3. Experience managing orders with factories, production lines, manufacturing timelines and a multi-vendor' supply chain, quality control, testing standards.
4. Foresee technical skills and pitfalls encountered in production according to brief.
5. Proven Project Management Skills, sense of logic, independent thinking, strong organization and planning abilities and excellent analytical and problem-solving skills are essential.

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6. Negotiation skills.
7. Excellent internal and external communications, ability to work as part of a team and assign responsibilities to various position holders, empathetic.
8. Good command of spoken and written English and French.
9. Experience excelling within fast paced, high energy environments.
10. Ability to work from an ERP system for work/HR management.
11. Open to business travel.

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-2024-058]

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