

BD Director - Household products

商务总监 - 家居用品

Location: Guangzhou

Sector: E-commerce / Luxurious products

Starting date: ASAP

Job Reference: CDS-2024-071

ABOUT THE COMPANY

Our client is one of the largest e-commerce platforms in China. They are committed to providing high-quality, in-trend products with good value to customers.

RESPONSIBILITIES

1. Lead annual business planning for home & household goods category, develop clear and executable industry product strategies with short and long-term roadmaps. Identify and onboard qualified merchants and products to achieve business objectives.
2. Responsible for the development of brand and category planning, sales plan development and cost control according to the overall strategic planning of the company,
3. Responsible for brand and category expansion, investment negotiation and operation, maintain the relationship with core brands, and strive for channel resources.
4. Manage team performance, achieve sales budget targets, on respecting KPI including sales revenue, gross margin, net profit, and conversion rates.
5. Conduct industry and market research, perform feasibility analyses, business expansion planning, pricing strategy development, and operational performance evaluation.

REQUIREMENTS

1. College degree or above, minimum 8-10 years of merchant or industry operations experience, more than 5 years of team management experience,
2. Industry and market expert, with rich brand resources; proficient in brand manipulation, business negotiation, familiar with e-commerce operation mode.
3. Sharp business sense, big-picture view, excellent communication and coordination skills; good professional ethics, self-driven personality.
4. Strong logical reasoning and communication skills.

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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 | BD Director – Guangzhou [CDS-2024-071]

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