

APAC - Operations & Sales Lead

Location: Shenzhen & Hongkong

Sector: Manufacturing

Starting date: ASAP

Job Reference: CDS-2024-035

ABOUT THE COMPANY

Our client is a revolutionary company dedicated to transforming the packaging industry by providing sustainable, eco-friendly coating solutions to replace single-use plastics. With a strong commitment to environmental responsibility and innovation, our client is expanding rapidly in China and across the Asia-Pacific (APAC) region.

MISSION

They are searching for a dynamic and results-driven Operations & Sales Lead to join our growing team in China. This role is instrumental in driving our operations, sales, and market expansion efforts in the country, and more broadly in the APAC region.

RESPONSIBILITIES

Operations

- Oversee and optimize supply chain and manufacturing operations.
- Develop and implement efficient production processes.
- Ensure compliance with quality and safety standards.
- Manage inventory and logistics for timely product delivery.
- Collaborate with the R&D team to scale up manufacturing capabilities.

Sales

- Identify and pursue new business opportunities in China and APAC.
- Build and maintain relationships with key clients and partners.
- Develop and execute sales strategies to achieve revenue targets.
- Provide product education and support to customers.
- Analyze market trends and competition to inform sales strategies.

REQUIREMENTS

Operations

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult ccifc.org

- Bachelor's or Master's degree in Operations Management, Engineering, or related field.
- Proven experience in supply chain and manufacturing management.
- Strong leadership and decision-making skills.
- Familiarity with quality control and safety protocols.
- Process optimization and cost-efficiency expertise.

Sales

- Demonstrated success in B2B sales and business development.
- Excellent negotiation and communication skills.
- Strategic thinker with a track record of meeting or exceeding sales targets.
- Market knowledge and ability to identify growth opportunities.
- Language proficiency in English and Mandarin is required.

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 | APAC - Operations & Sales Lead - Shenzhen & Hongkong [CDS-2024-035]

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult ccifc.org