

## Distribution Sales Manager

**Location:** Beijing

**Sector:** Manufacturing

**Starting date:** ASAP

### Company

Our client is an international industrial group designing and manufacturing electric actuators and associated control systems for over 80 years. This key market position makes the company a privileged partner for customers across a range of challenging sectors including Power, Water, Industry and Oil & Gas. The position takes place in Asia Operating Area and located in Beijing, the Asia head office, inside the Asia Research and Development Center.

### Responsibilities

- To represent customers' interests, provide unbiased advice and distinctive unparalleled customer service
- Contacting and securing new business accounts/customers
- Generate new clients through different targeted activities
- Develop clear and effective proposals/quotations for prospective customers
- Expedite the resolution of customer problem and complaints
- Coordinate with the administration team for the processing of applications
- Coordinate with the client services/renewals team when needed
- Supply management with oral and written reports on customer needs, problems, interests if needed
- Create strong and direct relationships with key customer stakeholders at both senior and mid management levels. Ability to identify and solve customers issues strategically
- Communicate effectively with management, maintain, and provide reports to management on customers activities, business opportunities, competitive landscape and revenue updates
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### REQUIREMENTS

- Bachelor's degree or above;
- Minimum of 5 years' experience in Sales.
- Is able to build strong business relationships;
- Should be from B2B business , better from manufacture industry.
- Good management experience. (efficient to manage a team of sales people in distribution mode, it means very result oriented in short terms)
- Better have the experience of big OEM customers, such as HAVC, Big boiler, AC..... (We need someone with great ability to develop a strategy and a mapping in order to give a clear short term plan to a team to follow many small customers)

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- Can-do attitude, enthusiastic and seeking challenge personality
- Proficiency in English (essential)

**APPLICATION :** Please send your resume to: [bj-hr@ccifc.org](mailto:bj-hr@ccifc.org)

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