

Health&Hygiene Sales Manager

动物保健产品销售经理

Location: China

Starting date: ASAP

ABOUT THE COMPANY

企业介绍

Notre client est une entreprise française de production de viande dans l'industrie de l'élevage, mais il fournit également des services techniques, des services de conseil, et l'entreprise est actuellement en train d'étendre ses activités et de se développer rapidement.

我们的客户是一家法国独资公司，是主营畜牧业设备批发及售后服务，鲜肉，饲料添加剂，清洁剂等批发，提供技术服务，咨询服务的公司，公司目前正在扩大业务，飞速发展。

MISSIONS

工作内容

- Explore the market and promote Health&Hygiene products;
开拓市场，推广动保营养产品；
- Manage and organize sales activities, Accomplish the yearly sales objective by planning, developing and implementing business plan;
管理和组织销售活动，计划和实施商业计划完成销售目标；
- Develop and manage key accounts/sales, sustain good relations with key account by making periodic visit, exploring specific needs and anticipating new opportunities;
开发和管理大客户/销售，通过定期拜访，探索具体需求，预测新的机会，保持与大客户的良好关系；
- Analyze the demand of the customers, optimize product offer and combination, provide the best solution plan to cutomers;
分析客户需求，优化产品组合与供应，为顾客提供最佳解决方案；
- Conduct sales forecast and analysis;

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实施销售预测与分析;

- Conduct monthly market analysis and benchmarking;
进行月度市场情况分析与比较;
- Promote positive relations with customers and distributors;
促进与顾客、分销商的积极关系;
- Follow up of orders and payments.
订单和付款的跟进。

REQUIREMENTS

任职要求

- Bachelor Degree, major in Animal Medicine/Animal Nutrition/Animal Husbandry;
全日制本科学历, 动物医学/动物营养/畜牧业专业;
- 3 yrs+ Sales experiences in animal health&hygiene, feed, bio-security or relevant industry;
三年以上动物健康、动物营养、生物安全或相关行业销售经验;
- Pleasant personality, good communication skills, love sales work;
性格开朗, 良好的沟通技巧, 热爱销售工作;
- Good professional ethics, strong sense of responsibility and professionalism; good analysis, execution ability and problem-solving ability;
具备良好的职业道德、强烈的责任感和高度敬业精神, 同时具有较强的分析和解决问题能力、执行力;
- Ability to communicate in English or French;
具备英语或法语沟通能力。

APPLICATION

申请方式

Please send a cover letter and your CV both in Chinese and in English (or French) to bj-hr@ccifc.org

有意者请将求职信和中英(法)文简历发送至投递至邮箱
bj-hr@ccifc.org

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