

India Market Manager

印度市场经理

Location: Beijing, China

Starting date: ASAP

ABOUT THE COMPANY:

企业介绍

The company is a full-range travel provider for business and leisure travellers. They offer business travel management solutions, incentive travel, corporate event organization, team building, and company outings. The company also specialize in tailor-made holidays and retreats, small group tours, and cultural immersion programs across China and beyond.

该公司是一家为商务和休闲旅行者提供全方位旅行服务的公司。该公司提供商务旅行管理解决方案、激励旅行、企业活动组织、团队建设和公司郊游。该公司还专门在中国及其他地区提供量身定制的度假、小团旅游和文化沉浸式项目。

MISSIONS:

工作内容

- Achieve sales target as set out in the company budget.
- 完成公司销售任务。
- Grow business without diluting the yield, by controlling profit margin and observing company's pricing policies.
- 在不降低收益率，通过控制利润空间和遵守公司定价政策的情况下发展业务。
- Manage and train team members within own business unit
- 以部门为单位，管理并培训部门员工。
- Participate in tenders and negotiations with customers.

Beijing

Suites 201-222, 2F, Building 81, No 4 Gongti North Road,
中国法国工商会北京办公室
北京市朝阳区工体北路4号, 81号楼二层201-222室
Tel.: +86 (10) 6461 0260 - Fax: +86 (10) 6461 2990

Shanghai

2/F, Mayfair Tower, 83 Fu Min Road Shanghai
中国法国工商会上海办公室
上海市富民路83号巨富大厦2楼
Tel.: +86 (21) 61327100 - Fax: +86 (21) 61327101

South China

Room 802, Leatop Plaza, 32 Zhujiang Dong Road Guangzhou
中国法国工商会广州办公室
广州市珠江新城核心区珠江东路32号, 利通广场8楼802室
Tel.: +86 (20) 2916 5510 - Fax: +86 (20) 2916 5535

- 参加招标并参与与客户协商。
- Develop and maintain positive customer relations.
- 发展并维护与客户的关系。
- Monitors agreed customer service levels in order to promote continuous improvement.
- 要监控确认客户的服务标准以便于提供持续的服务改善。
- Follow up on update in operation system on a daily basis. Ensure that the team is using operation system for all these operations.
- 要每天关注业务操作软件中的更新，确保部门人员使用业务操作系统进行所有的业务操作。
- Work closely with accounting department to coordinate invoicing, receivable and payable and coordinate with own team.
- 与财务部紧密配合，就发票，收款和付款等事宜进行沟通，并就此些事宜与本部门进行沟通。
- Follow up payments from clients.
- 要跟进客户的付款事宜。
- Follow up complains from clients..
- 要跟进客户的投诉。
- Assist the General Manager in sourcing competitive contracts with local suppliers.
- 协助总经理在地接社处取得具有竞争性的合同。

REQUIREMENT:

任职要求

- Familiar with the Indian tourist market and China's inbound tourism.
- 熟悉印度客源入境中国的旅游市场
- Knowledge of English is compulsory, both written and spoken. Fluency in Hindi or Indian nationality is a major plus.
- 熟悉使用英语，听说读写需流利。熟悉印度语或印度籍将是很大的优势

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- Experience with Word, Excel and other software
- 熟悉使用word和excel等办公软件。
- Minimum of 5 to 10 years experience in the tourism industry
- 至少5至10年的旅游行业工作经验。

APPLICATION:

申请方式

Please send your resume to: bj-hr@ccifc.org

有意者请将简历投递至邮箱: bj-hr@ccifc.org

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