

Country Manager

Location: Shanghai

Company

Our client is a French company who offers luxury brands its services of creation, development and production of packaging, GWP, display and visual merchandising tools for luxury brands' POS and their final customers (offline and online).

Job Responsibilities:

- Establishes strategy and sales objectives among the regions with the teams
- Set up Follow up tools – with the teams on projects with existing clients in the luxury Beauty and Spirits industries
- Work closely with the Headquarter sales team to share information on world wide account.
- Create new opportunities with the existing clients
- Acquire new clients, predominantly local subsidiaries of company's global clients
- Team management:
 - Management of a team in Shanghai, China
 - Set up the strategy and sales objectives among the teams
 - Close follow up and frequent travels to meet the teams and local customers
 - In charge of sharing and participating in the global strategy of each clients
- Client management:
 - Visit purchasing & marketing customers to develop.
 - Represent the company and present its innovations and collections
 - Manage client relationship, establish privileged contacts
 - In charge of all visits of China
- Client acquisition:
 - Identify new prospects
 - Increase company exposure to clients
 - Break into new accounts
- Project Management:
 - Manage the development of new products for the clients
 - Ensure that the teams are working according to the process and customer requirements
- Market intelligence:
 - Maintain a good knowledge of clients organization and key contacts
 - Identify new targets
 - Monitor competitive activity

Requirements:

- Skills and Qualifications: Meeting Sales Goals, Negotiation, Selling to Customer Needs, Motivation for Sales, Sales Planning, Building Relationships, Coaching, Managing Processes, Market Knowledge, Developing Budgets, Staffing
- At least 6 years experience , preferably in B to B environment
- Personal interest in luxury brands, beauty products or spirits is a plus
- Fluent in English, French and Chinese. Optional languages include Cantonese, Mandarin and French.

Please send your resume to: sh-recruitment@ccifc.org