

Sales Manager 销售经理

Location: Suzhou

Company

Our client member is a subsidiary of an international group specialized in the manufacture of mechanical parts for automobiles. Based in Suzhou, In order to strengthen our development, they are looking for a Sales Manager to lead the acquisition of new business, customers relationship and sales management.

Job Responsibilities:

- Leads the business development work to achieve sales growth target.
拓展业务，实现销售增长目标；
- Actively builds relations with key decision makers and influencers on all relevant levels in the Customer's organization, enabling deep understanding and foresight of customer needs.
积极与客户建立关系，能够深刻理解和预见客户的需求；
- Actively participates in activities to ensure customer satisfaction.
积极参与各项活动，提高客户满意度；
- Keeps track of Customer's contract portfolio also ensuring renewal of agreements within due date.
合同管理；
- Reports on goal achievements and key activities.
汇报目标完成情况和主要活动；
- Carefully follows customers forecasts, orders and actual deliveries and invoicing
跟踪客户预测、订单、实际交货和发票
- In close cooperation with Technical department in China and France, prepare quotes for RFQ
与苏州和法国的技术部门紧密合作，为询价做好报价工作；
- Collect and analyze market information
收集和分析市场信息；
- Actively participates in project teams in development and industrialization phases
积极参与开发和产业化阶段的项目团队

Requirements:

- 10 year experience minimum in Sales, for automotive parts
至少有 10 年汽车零部件销售经验
- Knowledge of cold forging and machining
具有冷锻或机械加工知识
- Analysis and problem-solving skills
具备分析和解决问题的能力
- Work organization methods
具有良好的工作组织方法
- Continuous improvement approach

会使用持续改进方法。

- Spirit of analysis, synthesis and innovation
具备分析、综合和创新精神
- Good knowledge of Excel, Word, Powerpoint
熟练使用办公软件Excel、Word、Powerpoint等
- Good presentation skills
良好的表达能力
- Responsible, self-motivated, positive working attitude and team-work player
工作认真负责，富有激情，态度积极，具有良好的团队意识
- Fluent in Chinese and English. French is a plus
中文和英语流利，会法语的优先

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