

South Sales manager 南方销售经理

Location: Guangzhou

Starting date: ASAP

Nationality: Chinese

About the company :

关于公司

Our client is a global industrial group specialized in air filtration and purification technologies for professional and scientific environments.

我们的客户是一家全球性的工业集团，专注于为专业及科研环境提供空气过滤与净化技术。

Key Responsibilities:

主要职责

- **Customer Relationship Management**

客户关系维护

- Establish and maintain strong customer relationships, deeply explore customer needs, and enhance customer satisfaction and loyalty.
客户关系维护：建立并维护良好的客户关系，深入挖掘客户需求，提升客户满意度与忠诚度。
- Visit and keep good relationships with existing and potential customers.
拜访并保持与现有和潜在客户的良好关系。
- Develop a portfolio of potential accounts in the region.
在区域内开发潜在客户群组。

- **Sales Target Achievement**

销售目标达成

- Break down and set regional sales targets based on the company's overall sales objectives, monitor sales progress, and ensure target achievement.
销售目标达成：根据公司整体销售目标，分解并制定区域销售目标，监控销售进度，确保目标达成。
- Achieve the regional target.
完成区域目标。
- Sales Team Management: Build and manage a high-performing sales team to ensure achievement of team targets.
销售管理：组建并管理高效的销售团队，确保团队业绩达成目标。
- Make sure the team is stable and creative to achieve the general target.
确保团队稳定，达成区域销售指标。
- Great communication ability in the team with sales, after-sales, and other departments.
良好的跨部门沟通协调能力。

- **Channel Expansion & Management:**

渠道拓展与管理

- Develop and maintain sales channels, including agents, distributors, etc., optimize channel structure, and improve channel efficiency.
开发并维护销售渠道，包括代理商、分销商等，优化渠道结构，提升渠道效率。
- Activities Execution: Plan and execute regional activities to enhance brand awareness and market share.
活动执行：策划并执行区域性的活动，提升品牌知名度和市场份额。
- Market activities: Plan and execute regional activities like seminars, industry exhibitions, and training meetings.
参加并组织区域内展会，研讨会，论坛，用户培训会等活动。

- **Market Feedback Collection:**

市场反馈收集

- Regularly collect market feedback, analyze sales data, and provide insights for product improvement and market strategy adjustments.
市场反馈收集：定期收集市场反馈信息，分析销售数据，为公司产品改进及市场策略调整提供依据。
- Market Analysis & Planning: conduct market research in the assigned region, analyze competitor dynamics, and formulate and execute regional sales strategies and plans.
市场分析与规划：负责所辖区域的市场调研，分析竞争对手动态，制定并执行区域市场销售策略及计划。

- **Office ability**

日常办公能力

- CRM activities: contacts /pipeline.
CRM 活动：联系人/渠道管理。
- Presentation skills, Good at doing lectures to train potential users /dealers on the Ecosystem good Product knowledge.
演讲技巧，擅长做讲座，培训潜在用户/经销商关于公司生态系统产品知识
- Monthly and weekly activity report.
每月和每周活动报告。
- Project Opportunities development ability.
项目机会开发能力。
- Team management ability.
团队管理能力。

Application:

投递方式

Please send your English CV and cover letter to:
请发送您的简历和动机信至

sh-recruitment@ccifc.org