

Senior Manager

Location: Shanghai

Starting date: ASAP

Nationality: Chinese

About the company :

Our client is an international holding company in the construction and energy sectors, operating a wholly foreign-owned procurement entity in China.

Mission:

This role requires close collaboration with the WFOE Director to build and manage the China team. Key responsibilities include identifying reliable suppliers, negotiating contracts, optimizing the supply chain, and ensuring that the headquarters and its subsidiaries receive high-quality materials on time and at the best possible cost. This position reports directly to the WFOE Director based in Shanghai. This is a hands-on, operational role for an experienced sourcing professional who understands both construction sourcing and China's trading environment. It offers an opportunity to join a small but growing team and to help build a trading business from the ground up.

Key Responsibilities:

- **Set-up & Team Leadership**
 - Support the WFOE Director in the operational setup of company.
 - Help recruit, train, and manage a local team (sourcing specialists, logistics coordinators, quality control).
 - Establish clear processes for supplier evaluation, purchasing, and quality assurance.
- **Sourcing & Supplier Management**
 - Identify and qualify suppliers across China for construction equipment, interior design materials, and related products.
 - Negotiate aggressively to secure the best prices, payment terms, and delivery schedules for the group's subsidiaries.
 - Consolidate purchase requests from our different group companies to achieve volume discounts and lower unit costs.

Qualifications:

- **Experience**
 - Minimum 10 years of working experience, with at least 5 years in sourcing, supply chain, or sales of construction materials.
 - Experience in the construction sector is a plus.
 - Understanding of China's trading processes (import/export licenses, cross-border documentation, VAT refunds) is a plus.
- **Languages**
 - Fluent Mandarin Chinese – mandatory for negotiating with local suppliers.
 - Fluent English – mandatory for reporting to the group's management.

- **Soft Skills**

- Strong negotiation skills and comfortable pushing back on suppliers to secure the best terms.
- Organized and detail-oriented, able to manage multiple suppliers and purchase requests at once.
- Good communicator, able to work effectively across cultures with colleagues in both countries.
- Reliable and autonomous, comfortable taking initiative while keeping the WFOE Director informed.
- Adaptable and resilient in a fast-changing, entrepreneurial environment.

Application:

Please send your English CV and cover letter to:

sh-recruitment@ccifc.org