

## Sales Manager

**Location:** Guangzhou

**Sector:** Manufacturing

**Starting date:** ASAP

### ABOUT THE COMPANY

Our client is a leading global manufacturer of culinary surfaces and glass-ceramic products.

### RESPONSIBILITIES

- Build and promote strong, long-lasting Chinese customer relationships by understanding their needs
- Responsible for renewing contract of key customers and developing new customers
- Follow up on integrated sales of China business
- Develop a sales strategy to achieve organizational sales goals and revenues
- Investigate competitive activities.
- Work closely with the Product Department to promote new products and convert them into sales.
- Eliminate potential risks or take improvement and preventive measures in the area of EHS.

### REQUIREMENTS

- A Bachelor's degree in Management, Marketing or related field with strong written and spoken English skills.
- At least 5 years' experience in sales or key account management in B2B industry, working experience in home furnishing, furniture and home appliances industry will be preferred.
- Good communication and cooperation skills, outgoing, quick thinking, able to handle various matters properly and able to work under pressure.
- Strong self-motivation and creative spirit, able to seize opportunities to develop markets and develop themselves with the company.
- Be a person of integrity, loyal to the company, have an excellent code of conduct, full of enthusiasm and drive for the job.

### APPLICATION

Please send your application with CV, covering letter Ms. Laurence LIU to:

[sc-recruitment@ccifc.org](mailto:sc-recruitment@ccifc.org)

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