

Senior Buyer Manager 高级买手经理

Location: Paris / Seoul, South Korea / USA / Singapore

Sector: e-commerce / Luxurious products

Starting date: ASAP

Job Reference: CDS-2023-042-045

ABOUT THE COMPANY

Our client is one of the largest e-commerce sites in China, they are specialized in online discount. They mainly sell clothing and cosmetics, but also develops a variety of other products such as small home appliances, toys, and daily necessities.

RESPONSIBILITIES

1. Docking with relevant category business departments
 2. Making annual category strategy
 3. Create, manage, and implement a comprehensive strategy in line with our business needs, maximizing online capability, profitability, and consistency
 4. Sourcing of competitive products for Chinese online market
 5. Making strategy of developing successful online launching campaigns using company's market leading e-business platform
- 根据业务拓展需求，负责全球全品类招商，品牌引进及供应商管理等；
 - 跟进订单全流程管理，对接国内品类运营团队，整合内外资源，完成订单及销售目标；
 - 协调海外各分公司团队完成目标考核，协助团队管理，提供策略性输出，解决各类异常事项；
 - 根据业务痛点，作为项目负责人，落地执行解决方案；
 - 根据业务及管理工作需要临时安排的其他各项工作。

REQUIREMENTS

1. 6+ years working experience and at least 3 years management skill, including
2. merchandise, sales, retail or e-business related field, Experience in supplier development
3. Highly adaptable to constant market changing environment.
4. Strong market knowledge and sensitivity for local
5. Strong negotiation skills
6. Solid management skill, be able to lead and train new members of the team

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7. Proven experience and knowledge in sales & marketing, business development, project management, investment, and office management
 8. Possess commercial awareness and demonstrate business acumen
 9. Possess rich resource in local market and strong knowledge of the local business for cosmetic, maternal and baby product, homeware, ready to wear, shoes, bags, accessories etc. product
 10. Wide and strong relationship with local government units, familiar with cross-border business process and policy
 11. Quick learner, self-motivated, strong resistance to compression
 12. Good listening, speaking, reading, and writing skills in both Chinese and English, familiarity in French, English, and Korean would be a plus
- 全日制本科及以上学历，六年以上相关岗位 BD 经验，3 年管理团队经验，有母婴、鞋包、美妆、服装、奢侈品等行业招商经验，熟悉电商业务流程和政策。
 - 良好的中英文听说读写能力，如熟悉法语、英语、韩语更好（外国人懂中文）。
 - 具备敏锐的市场洞察力与判断力、较强的沟通协调能力和招商谈判技巧。
 - 学习能力强、执行力强、抗压能力强、自我激励。

APPLICATION

Please send your resume and your motivation letter to:

sc-recruitment@ccifc.org

Mail subject : Your name | Job title - location [Job reference]

Ex. Your name | Senior Buyer Manager - Paris [CDS-2023-042-045]

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