

BD Director 商务总监

Location: Hongkong

Sector : e-commerce / Luxurious products

Starting date : ASAP

Job Reference : CDS-2024-002

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. 负责公司港澳等业务站点的商务开拓、团队搭建、人员管理等工作；
Responsible for business development, team building and personnel management of HK, Macau and other business sites;
2. 根据业务的整体战略规划，制定品牌及品类规划，进行销售计划制定及费用控制；
According to the overall strategic planning of the business, develop brand and category planning, sales plan development and cost control;
3. 负责品牌及品类的拓展、招商谈判与运营，维护各品类品牌关系，争取渠道资源；
Responsible for brand and category expansion, investment negotiation and operation, maintain brand relationship in each category, and strive for channel resources;
4. 统筹团队整体工作与计划，完成销售预算，承担销售额、毛利及转化率等指标；
Coordinate the overall work and plan of the team, complete the sales budget, undertake sales, gross profit and conversion rate and other indicators;
5. 行业与市场调研及可行性分析、拓展及规划，定价、价格体系分析及制定，运营效果分析；
Responsible for the industry & market research and feasibility analysis, expansion and planning, pricing, price system analysis and development, operation effect analysis;
6. 完善及优化工作制度与流程，为业务提供更高效的解决方案；
Improve and optimise the work system and process to provide more efficient solutions for the business;
7. 与总部及其他站点的跨部门沟通协作等工作。
Cross-departmental communication and collaboration with headquarters and other sites.

REQUIREMENTS

1. 大专及以上学历，10年以上销售、渠道管理类工作经验，有跨境电商的资深行业经验，5年以上团队管理经验；了解及熟悉东南亚及港澳电商的品牌资源；
College degree or above, more than 10 years of sales, channel management work experience, senior industry experience in cross-border e-commerce, more than 5 years of team management experience; familiar with Southeast Asia and Hong Kong and Macao e-commerce brand resources;

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2. 行业及市场专家，丰富的品牌资源；精通品牌操盘、商务谈判，熟悉电商运作模式；
Industry and market expert, with rich brand resources; proficient in brand manipulation, business negotiation, familiar with e-commerce operation mode;
3. 商业嗅觉灵敏，有大局观，卓越的沟通与协调能力；有良好的职业操守，自驱力强。
Sharp business sense, big-picture view, excellent communication and coordination skills; good professional ethics, self-driven personality.

APPLICATION

Please send your resume and your motivation letter to:

sc-recruitment@ccifc.org

Mail subject : Your name | BD Director 商务总监 - HK [CDS-2024-002]

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