

Project Manager (CRM & Client Development)

Location: Shanghai

Sector: Manufacturing / Furniture & Display Equipment

Starting date: ASAP

Job Reference: CDS2026036

ABOUT THE COMPANY

Our client is a French-funded enterprise expert in cosmetics POS display and retail fixtures, with all products exported to Europe and America. It runs a complete in-house production system with supporting workshops, and maintains a sound quality management system to ensure high-standard delivery for global customers.

RESPONSIBILITIES

1. Project Management & Delivery

- Manage the full project lifecycle, including initiation, planning, progress tracking, resource allocation, risk control, acceptance/delivery, and post-project review.
- Develop project plans and milestones, coordinate internal and external resources, and ensure on-time, quality delivery within budget.
- Identify project risks and issues, formulate mitigation plans, and drive them to closure.
- Maintain project documentation and process standards; build reusable delivery methodologies.

2. Client Relationship Management & Repeat Business

- Serve as the primary client contact; maintain and deepen long-term partnerships to improve satisfaction and loyalty.
- Proactively identify new client needs and drive repeat orders, renewals, and upsells.
- Handle client objections and escalations to safeguard customer experience and brand reputation.

3. New Client Development

- Identify potential client leads based on industry and market insights; expand the new client base.
- Participate in business negotiations, proposal presentations, and pricing discussions to close deals and sign contracts.
- Support marketing campaigns and channel development to grow the client portfolio.

4. Cross-functional Collaboration

- Coordinate with sales, technical, delivery, and finance teams to align client needs with delivery capabilities.
- Track project payment collection and support commercial settlement processes

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REQUIREMENTS

- More than 5 years experience, bachelor's degree; /More than 5 years of sales team experience
- Open attitude towards new challenges;
- Team oriented, independent, active and reliable working methods;
- Technical background and display(furniture) industry is highly recommended;
- Bachelor's degree or above; English or French communication at a high level
- Good knowhow of Microsoft office and an organized way to maintain share point folders;
- Project Management experience. PMP certificate will be a plus

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 | Project Manager (CRM & Client Development) – Shanghai [CDS2026036]

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