

## Key Account Manager

**Location:** Guangzhou

**Sector:** Manufacturing

**Starting date:** ASAP

**Job Reference:** CDS2026015

**Report to:** Regional Sales Director

### RESPONSIBILITIES

- Maintain strong relationships and develop intimacy with existing customers (contract renewals, new business development).
- Identify and develop new customers.
- Monitor consolidated sales for the company and maintain a profitable pricing system.
- Achieve sales targets and objectives.
- Analyze competitors' activities.
- Collaborate closely with product department to promote and convert new products into sales.
- Demonstrate effective teamwork.
- Report functionally to regional headquarters

### REQUIREMENTS

- Bachelor's degree majored in Engineering, Management, Marketing, or related fields, with strong written and spoken English skills.
- Minimum of 5 years of Sales experience in B2B industries, preferably in glass, appliances, automotive, or electronics manufacturing.
- Excellent communication skills, tactical thinking, and ability to work under pressure.
- Self-motivated and creative, problem solver, focused on market exploration.
- Capacity to be a team player with a cooperative mindset.
- Integrity, loyalty to the company, exemplary conduct, and a positive, energetic attitude.
- Good at excel and PPT.

### APPLICATION

Please send your resume and your motivation letter to:

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

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

Ex. Your name | Key Account Manager – Guangzhou [CDS2026015]

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