

# Project Sales Engineer

## Company

Our company client is divided in its two main activities with worldwide clients. One branch is offering lighting design services and the other proposes lighting products & fixtures.

Our company client is a multi-cultural Lighting Design Studio – accumulating more than 35 years' experience in medium to large scale projects – offering lighting consultancy services and bespoke Design & Building solutions based on strong partnerships with product providers and manufacturers. They are passionate about creating unique lighting atmospheres that enhance senses. This enables their clients – main luxury brands to develop competitive advantage through best customer experience. Their lighting guidelines focus on their client's product by creating the right contrast in the store providing strong differentiation and generating equity to their brand. The company is based in HK, Shanghai and Paris. With affiliate offices in Miami, UAE, India and South Korea.

Their branch offering lighting products and fixtures is a European organization specialized in designing and engineering lighting solutions for Luxury Brands, Retail Chains, Hospitality, Tertiary & Leisure. Their Products are lighting vehicles conceived to create Luxury atmospheres. Their R&D & Production teams monitor the assembly and testing of products in their state of art factory, while they integrate high quality electronic components from Japan, Korea & Taiwan.

Positioning:

Their branch offering lighting products and fixtures - a signature of luxury - offers a complete and innovative range of lighting fixtures as well as OEM & ODM service and contract manufacturing in compliance with international standard (CE, UL, CCC, PSE, KC & SASO).

It proposes solutions that enhance products value in store, magnify atmospheres in Commercial and Hospitality environments.

Their offer enables energy efficient complying lighting solutions.

Location: Shanghai – Changning district

## Responsibility

### 1. Business Development 商务拓展

- Follow exiting leads and turn them into business 跟进现有客户并达成新的交易
- Develop new clients 开拓新的客户并达成交易
- Propose and implement business development plan 建议并执行销售计划
- Develop lobbying towards Architects, Designers, Property Developers and Retail Brands
- 客户群针对建筑事务所，不动产发展商，高端零售商
- Propose and implement Marketing & communication plan 建议并执行市场推广计划
- Organize events 组织各种市场及销售活动

### 2. Concept Design Support 设计支持

- Communicate with overseas designers for the concept design 协助我司设计师与国外的设计师沟通
- Integrate overseas concepts with designers in house 将国外设计师的意见完整转达给我司设计师

### 3. Sales & Marketing Support 销售支持

- Customer & Supplier Orders processing & follow up 跟进销售订单执行情况
- Phoning & Mailing & Providing operational support and all kind of unexpected tasks to Sales, Customer & Supplier 协调客户，销售，采购所遇到的问题。
- Update and maintain orders and back orders monitoring chart 制作维护销售订单执行进度表
- International Customer Service 外籍客户的服务

### 4. Suppliers Follow up 采购支持

- Follow order processing 跟进采购订单执行情况
- Follow new product development, if any 跟进新产品开发的进度

### 5. Reporting and Co-ordination 汇报及协调

- All responsibilities, are to be done according to the company policy and in co-ordination with the company management. 保证公司所有活动符合公司政策
- Daily, Weekly or Monthly activity plan and report has to be provided to the Manager 提交日周月报给总裁

## Requirement

- Graduated from a Business School.
- At least 3 years solid sales experience. Previous experience a/o knowledge in LED lighting a/o lighting control industry are highly valued.
- Network connections with developers, interior designer and E&M contractors
- Proficient in PC knowledge (MS Word, Excel and Power Point), AutoCAD is a plus
- Aggressive to work and eager to learn new technology
- Reliable and hardworking to follow up all inquiry and orders
- Fluent in Chinese and English is mandatory. Knowledge of French is an asset.

### Personal skills required:

- Proactive
- Rigorous
- Organized
- Autonomous person
- Multi tasks
- Good communication skills
- Excellent negotiation and selling skills
- Basic knowledge in accounting is a plus

Looking for a long-term position.

**Please send your resume to: [sh-recruitment @ccifc.org](mailto:sh-recruitment@ccifc.org)**