

CHINA REGIONAL SALES MANAGER

Company

Our company client is an international high-technology group, a leading manufacturer in the fields of Aerospace (propulsion and equipment), Defense and Security.

Over the past few decades, it enters into the Chinese market ,covering production, training, maintenance, sales and marketing, and plays an important role in the field of civil aviation and security markets.

This position is based in Shanghai or Beijing.

Responsibility

- Develop Electronics & Defense footprint in China and related zone (liste des pays à compléter) by implementing a Commercial action plan including sales opportunities identification, promotion of Avionics Division products towards the Customers, in accordance with the Company strategy
- Elaborate and implement the business strategy to meet the assigned business objectives
- Manage the offers and business plan as well related commercial and contractual negotiations related to Cockpit and Lighting Solutions in accordance with the applicable sales process
- Coordinate the bids across the business units (France and US) and act as “bid leader” to ensure offers consistency and commercial approaches consistency across the business units. More generally coordinate sales and marketing actions with the sales team in France and in US the sales activities for the other business opportunities related to the Avionics Division
- Manage customer relationship related to Electronics & Defense Customers and ensure customer satisfaction
- Establish Lobbying plan and ensure the deployment of this plan
- Contribute to the marketing actions including conference, and exhibition participation, in coordination with the Marketing Director in France
- Report to xx in France

Requirement

- Bachelor Degree (major in engineering would be an asset)
- Strong experience, minimum 5 years, in the international sales area and more specifically China and related zone, with recognized experience in the avionics domain
- Minimum 5 years business experience, with a business knowledge related to Avionics
- Customer oriented and strong experience in geopolitics, intercultural relationship and a very good knowledge of Chinese eco system
- Strong analytic skills, negotiation skills, team player
- Autonomous, dynamic and proactive
- Native Chinese speaker, English is a must , French is a plus.
- Travel: job position in China or France with frequent travels to France , China and related zone.

Please send your resume to:

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