

# Managing director

## Company

Launched in January 2016, our client company helps brand to organize their friends and family sales. They are in HK, SG, TW and they are trading in SH. A pioneering concept of Members-Only Flash Sales, offering members exclusive access to luxury brands at discounted prices, for a limited number of days. Members are Invited by an e-mailed barcode to a specific location for the 3- or 4-day event. The team consists of 40+ passionate people, based in Hong Kong, Singapore, Taiwan and Shanghai.

The position is based in Shanghai.

## Responsibility

The Managing Director will be responsible for the day to day running of the company and its strategic direction. Will look after business operations, drive strategic company growth, and responsible for the overall performance of the business. The main purpose of this role is to direct and control the all business operations. Reports to CEO.

## Corporate

- Formulate and implement company policy
- Leading the company and ensuring all employees buy into company values and the vision of the company
- Serve as face of company, speaking at events and exhibitions on behalf of the company, giving interviews, and attending networking events

## Strategy

- Planning and implementing long term business strategies to achieve the company's objectives alongside with the co-founders
- Analyzing opportunities for growth in market segments to drive profitability
- Meeting with the finance director on a regular basis to review the company's financial performance and Setting company budgets and forecasts alongside the finance director

## Management: Manage and Develop a strong team

- Interviewing for positions within the organization and signing off offers of employment
- Responsible for staff management including performance, recruitment, training, retention and succession planning etc.

## Oversee Operational Efficiency of Company on a day to day basis

- Working closely with the business development team on sales strategy and approach to winning new business and to land large accounts.

- Carrying out regular SWOT analysis to mitigate any potential risks through industry and market changes.
- Looking for opportunities to increase efficiencies and speed up processes across the business
- Implementing new processes and procedures across the business
- Setting company-wide KPI's to gauge company performance in all areas

## **Requirement**

- Proven experience as Managing Director or other managerial position
- Thorough knowledge of China market changes and forces that influence the company
- Familiarity with corporate law and management best practices
- Excellent organizational and leadership skills
- Excellent Leadership communication, interpersonal and presentation skills
- Outstanding analytical and problem-solving abilities
- Excellent command of both written and spoken English and Mandarin

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