

Sales Representative

Company

Our client is a China security and Technology Company with multinational local and European partners.
The position is open in Shanghai office, Huangpu District.

Responsibility

1、独立地或与团队合作开发全新客户，完成个人的季度和年度销售指标；

Manage consultative sales engagements from start to finish, independently or as part of a team to achieve personal quarterly/annually sales target;

2、与客户沟通，了解客户需求，为客户提供解决方案；

Consult with client to identify and define client business need, determine a solution, and develop a proposal;

3、维护现有客户并对业务做预测；

Maintain account and opportunity forecasting

4、洞察最新的业务趋向和影响目标市场的一些技术发展动向；

Maintain an up-to-date understanding of industry trends and technical development that affect target markets and service offerings;

5、与运营，技术，采购等部门有效沟通，对客户需求提供有力支持。

Effectively communicate with operations, technology, sourcing and other relevant departments to provide strong support for clients.

Requirement

- 本科及以上学历，电子工程，计算机科学，信息技术等相关专业；
Bachelor degree or above, major in EE, CS, IT or related field;
- 2 年以上人防、技防销售经验；
Minimum 2 years of hands-on sales experience in manned guarding or technology field with good performance;
- 熟悉安防业务特性；
Should be familiar with the security business character;
- 优秀的销售和商务谈判技巧；
Excellent sales and negotiation skills;

Please send your resume to: sh-recruitment@ccifc.org