

Sales Director

Company

Our client is a worldwide leader in smart digital labels and pricing automation. For 25 years, it has been the trusted partner of retailers for in-store digital technology. It has developed a comprehensive IoT and digital platform that delivers a complete set of services to retailers. The solution enables retailers to connect and digitally transform their physical stores; automate low-value-added processes; improve operational efficiency; inform and serve customers; ensure information integrity to continuously optimize on-hand inventory; prevent stock-outs and create an omni-channel service platform that builds loyalty and meets evolving consumer expectations.

Responsibilities

According to corporate annual business plan, implement commercial action plan and sales model, elaborate business strategy and budget, etc. 根据公司年度事业计划，制定销售计划、销售模式、销售策略、销售预算等；

Lead and manage sales team to achieve sales goals and plans; 带领和管理销售团队完成销售目标和计划；

Guide and supervise the work of the regional sales team, and organize meetings regularly; 指导和监督销售团队工作，并定期组织销售会议；

Follow up the industry trends, develop customers, expand channels; 了解行业动态，开发客户，拓展渠道；

Communicate and negotiate with customers in products, solutions and business; 与客户进行产品、方案、商务方面的沟通和洽谈；

Organize and promote sales service, deal with customer complaints and evaluation, maintain good customer relationship; 组织、推进销售服务，处理客户抱怨与评价，维持良好客户关系；

Coordinate cross-departmental teams within the company to promote business achievement. 在公司内部协调跨部门团队，共同推进业务达成。

Requirements

- Bachelor degree or above, marketing, finance or psychology major is preferred; Good command of English, both in speaking and reading. 本科及以上学历，市场营销，金融或者心理学专业优先，英语口语阅读优秀
- 5 years work experience in retail industry or ESL business experience is preferred; 5年以上零售行业经验或者 ESL 业务从业经验者优先；
- Passionate for retail industry, adapt to frequent business trips. 热爱零售行业，能适应频繁出差

- Leadship and management skills with strong executive ability. 领导和管理能力，执行力强。

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