

# Junior Marketing Consultant

## Company

Our client is a creative agency specialized in luxury and premium sectors. This creation expresses itself through design, visual identity, commercial architecture and merchandising. They have a strong international culture thanks to its HQ in Paris and its Casablanca, Dubai, Geneva, São Paulo-based offices. They have a strong presence in Asia with 4 offices: Shanghai, Beijing, Guangzhou, Hong Kong, Ho Chi Minh City and Bangkok. Writing a story and creating a great development is what the agency guarantees to its clients and what they propose you with joining them today.

Job Location: Based in Shanghai

## Responsibility

Understand owned market development and trends (i.e. business intelligence, competitive watch)

- Identify development opportunities for current or prospect client (in line with the business plan of General Manager)
- Develop existing client account and participate to the business development (exhibitions, event, etc.)
- Build and manage client relationships to become clients' trusted advisor (knowledge: how to make a proposal and a contract, sign the contract and make the link for legal issues etc.)
- Answer client tenders or RFPs (requests for proposals)
- Design methodologies or working approaches to address client strategic and design needs
- Manage projects to success:
  - o Understand client expectations and objectives
  - o Brief creative teams
  - o Kick-off project with client and creative teams
  - o Prepare marketing recommendations
  - o Provide creative input on projects
- Lead presentations
  - o Coordinate client and creative teams during project
  - o Lead commercial relationship (invoicing, etc.)
- Ultimately contribute to developing the life of the Agency

## Requirement

Prior experience:

- o 1 -2 years of experience in International marketing oriented organizations
- o Background in cosmetics a plus or wine and spirit, food and beverage, etc.

Skills: we will be especially mindful of demonstrated examples of

- o Proactivity
  - o Leadership
  - o Drive, manage some creative people
  - o Problem solving as well as structured and analytical mindsets
- Language skills : fluent Chinese and excellent English. French is a plus.

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