

Branch Office Manager for Shenzhen Office

Location: Shenzhen

Sector: Clothing, Textile, Garment & Trading

Starting date: ASAP

ABOUT THE COMPANY

Our client is a leading manufacturer of heat transfer films for textiles. It was founded in France with subsidiaries opening in the USA, Hong Kong, and in Shenzhen. They have become a global name in its sector, they currently sell its products in over 80 countries worldwide, primarily through its distribution network. They have a reputation of highly stable, high-quality products.

MISSIONS

They are now recruiting a Branch Office Manager for Shenzhen Office. He/She will be reporting directly to Managing Director for Asia-Pacific and managing a team of three Chinese staffs. Also, He/She will stay in daily, close contact with the other French colleagues from the same office who take care of the Asia-Pacific Zone. The position offered is very exciting with a deep international culture and numerous various tasks within a very dynamic, in constant growth company.

RESPONSIBILITIES

Key Account:

- Maintaining relationship with key account customer
- Coordination between packing house, key account customer and French team (in Shenzhen for Quality, in France for Production)
- Planning for safe stock according to sales stats and clients' forecast
- Monitoring order process and make sure on time delivery
- Follow up new product development process with French team and present to key account

Sales:

- Maintaining relationship with the existing distributors and partners in Greater China
- Prospection for distributors and factories & Creation of partnership with famous brands
- Visiting customers, organizing and attend exhibitions
- Building our brand in the zone via social media with the team
- Ensure the achievement of sales goals

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REQUIREMENTS

- Native Chinese speaker, fluent in English. French and Cantonese speaker will be a plus.
- Open-minded, proactive, self-motivating
- At least 2 years of experience in Sales for industrial product and at least 2 years of team management
- Experience in multinational company working experience is preferred

APPLICATION

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

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