

China Sales Manager

Location: Beijing or Shanghai

Sector: Energies- Valves

Starting date: ASAP

The company designs and makes valves for Oil, Gas, Cryogenic, steam and diverse industrial process. French company with over 100 years of existence with head office in France and a network of agents all around the world.

THE IDEAL CANDIDATE

- An active & engaging leader who will be responsible/ ensures that sales targets and customer satisfaction levels are met.
- In addition, the ideal candidate possesses an outstanding technical knowledge of valves to proactively advise clients on requirements and market knowledge of Marine & Offshore, LNG, Nuclear & Power,
- This role reports to the Sales Director Singapore & dotted to Global Commercial Director - Europe.

RESPONSABILITIES

- Leading the Sales activities for China (Marine & Offshore, LNG, Nuclear & Power) to achieve annual sales targets.
- Development and implementation of sales growth plans across target segments, new account acquisitions and key account penetrations.
- Identify gaps, propose and execute good development plans for sales, Cross Country & Cross Segment Collaboration
- Responsible for managing existing accounts,
- Responsible for preparing quotations, product technical specifications to customers(Optional)
- Responsible for preparing periodic sales reports and forecasts
- Increase reach & visibility
- Other activities related to sales, business development, marketing etc

REQUIREMENTS

- Team player with Excellent interpersonal and communication skills
- Proven track record in achieving sales targets and business development
- Strong time management skills, able to multitask and work effectively under tight timelines
- Strong sales hunting personality, driven and a self-starter.
- Bachelor Degree holder
- Proven technical knowledge of valves, actuators
- Around 10 year of relevant work experience (especially in valves)
- Fluent Chinese + English

APPLICATION

Please send your resume to: janvier.walter@ccifc.org / wang.dan@ccifc.org

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