

## Export Area Sales Manager

### Company

Our client is a subsidiary company of a French Group in China, specialist of filtered system for the protection of the chemists in chemistry laboratories, a high-level technology that we pioneered in 1968 and continue to improve in our R&D laboratories in France.

They established the subsidiary in China in 2004 where they produce the complete range of the Group products for the Chinese market and for all Asian and Middle East markets where they are present for nearly 45 years.

The position is based in Kunshan (a modern city at the doorsteps of Shanghai - 20 min by highspeed train - with very good living conditions).

***When the international sanitary situation will permit it, this position will require frequent travels to Asian countries***

### Responsibility

They need now to strengthen those Export sales and are looking for one young Area Export Sales Manager who will share the responsibility of the Asian markets with another Export Sales Manager already in place.

The main responsibilities are:

- Define the right sales strategy and sales target
- Maintain a good relationship with the current distributors established in Asia
- Sourcing new distributors
- Manage products trainings for all the local sales teams
- Set up the sales and business strategy
- Set up the company safety program
- Train the distributors to the after sales
- Manage the objectives for each distributor, challenging them
- Follow up the sales figures
- Evaluate the marketing needs, define, and plan the strategy
- Be involved of SEO
- Participate at specific exhibition, conference

### Requirement

- Good spoken and written English skill
- Other Asian languages such as Japanese, Korean, Vietnamese or Thai will be a plus.

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