



LINKBYNET (SHANGHAI) NETWORK TECHNOLOGY LIMITED
邻播(上海)网络科技有限公司

职位介绍 Job Description

Company Introduction

LINKBYNET is a leading provider of private and public cloud computing solutions, associated with full managed services.

Historically targeting the e-business market, through 24/7 facilities management and hosting of critical sites, our Customers also entrust management of their business information systems to us.

From the outset, the company has generated annual average turnover growth of 30%, boasting 600 Customers ranging from SMEs to major companies in the leading French stock market index, the CAC 40.

www.linkbynet.com

<https://www.facebook.com/LinkbynetAsiaPacific>

Sales Director

Your tasks:

You will be responsible for the entire sales cycle in Shanghai (and potentially in all Asia):

- Seeking out new prospects
- Taking appointments
- Identifying and assessing the client's needs and potential
- Preparing business and technical proposals
- Negotiating the delivery of all services for a customized solution
- Following up on the signed service agreements and guaranteeing quality service
- Design and implement new offers (products / services) or innovative business models and adapted to the needs of clients / prospects
- Find suitable partners to boost sales

Required Skills:

- Native French
- Fluent in English and Chinese
- Sales techniques and negotiation
- Good knowledge of the local market
- Knowledge of the IT world
- Technical understanding about the profession company
- 5 to 10 years of professional sales experience in the IT world especially on the China/APAC market.

Application: j.kang@linkbynet.com