

## Asia Area Export 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).

***This position will require frequent travels to Asian countries***

### Responsibility

They need now to strengthen those Export sales and are looking for 2 Area Export Sales Managers to develop the sales in Asian countries (except China).

The main responsibilities are:

- Define the right sales strategy and sales target
- Maintain a good relation 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 involve of SEO
- Participate at specific exhibition, conference

### Requirement

- French as mother tongue
- Fluent in English
- Other languages such as Japanese, Korean or Thai will be a plus. Chinese is not necessary but will be also a plus.
- At least 3 years of sales/marketing experience, preferably in Export and Industry

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