

China Key Account Manager

Location: Huadu, Guangzhou

Sector: Manufacturing

Starting date: ASAP

ABOUT THE COMPANY

Our client is a global leader in advanced cooking surfaces and glass-ceramic solutions. Their innovative solutions have been taking the potential of glass-ceramic to an always higher level. While providing outstanding customer service they push the technical and performance limits further while keeping the unique French elegance and taste for exclusive design. Combining a rich visual aesthetic, superior materials and technical expertise, today our client is a global leader defining tomorrow's world of glass-ceramic.

RESPONSIBILITIES

1. Sustain strong relationship with China customers (contract renewal, develop new business...).
2. New customer development.
3. Follow up consolidated sales for China business
4. Hit sales plans & objectives.
5. Investigate competition activities.
6. Work closely with Product Dept. to promote and convert new products into sales.
7. Eliminate potential risks on EHS field or take improvement & prevention actions.

REQUIREMENTS

- Bachelor degree on Management, Marketing or relative subjects with strong written and speaking English skill.
- At least 5 years KAM experience in B2B industry, such as foreign appliance, automotive, or electronic related manufacturing company will be preferred.
- Good communication skills and cooperative with out-going sense, having a quick brain and handle all the affairs properly, working under pressure.
- Strong self-stimulated and creation spirit, seizing the opportunity to explore the market, self-developed with the company.
- Integrity and loyalty of the company with excellent conduct code, and be enthusiastic and vigorous.

APPLICATION

Please send your application with CV, covering letter and references to:

sc-recruitment@ccifc.org

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