

## Sales executive

### Company

Around the world, our client company measure the quality of applications from the user's point of view: business applications as well as web, voice and even TV over their platforms. They are sought out by enterprise-class companies and their service providers to track the performance of their critical applications. Continuous auditing of the perceived quality of IT applications means marshalling technological and methodological know-how. These are the cohesive set of skills offered by the company. In addition to its software development activity, the company has a unique consulting and expertise structure to give its clients reliable measurements and pertinent advice.

Created in 2000 and headquartered in Paris, our client is present in 15 countries and though a growing number of partners worldwide.

The position is open in Shanghai office.

### Responsibility

- Actively develop new accounts (phone, mail, social media, etc...)
- Understand B2B clients' needs, challenges, priorities
- Prepare and present reports with analytics and recommendation about cooperation outcomes
- Followup ongoing assignments with customers in cooperation with the rest of the team from start to delivery
- Identify development potential in new market segments and industries
- Anticipate new needs in the market, whether in the retail, manufacturing, digital or online services
- Draft sales proposals based on the identified requirements
- Cooperate with presales and after sales teams to achieve KPI, ensure profitability and reach annual revenue objectives

### Requirement

- Bachelor's degree in marketing, Business, Management or Business Administration
- Experience in Business Development and B2B Sales in China
- Previous experience within the IT, software or digital industries preferred
- Familiar with Microsoft suite
- Sales skills with strong local business acumen
- Organized and proactive individual with an entrepreneurial spirit
- Analytic mind and curiousit
- Good interpersonal relationship capacities
- Good communication, oral as written.
- Involved, autonomous.
- Language:
  - Chinese (mandarin) native
  - English spoken and written (good level mandatory)
  - French (a plus)

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