

## Sales Engineer

**Location:** Shanghai

**Starting date:** ASAP

### Job Summary

This position is set up to accelerate the business development in the personal care, food & pharma market in China. The primary focus is identifying new opportunities in personal care, food & pharma and the tactical execution of new or existing products strategies to prescribed targets that create market share gains. The successful candidate is expected to have a strong understanding of minerals application in personal care, food & pharma segments and preferably with related strong market player experience before.

### Position:

Hygiene safety environment missions

- Ensure compliance with safety rules, educate teams on preventive measures to achieve our safety objectives

Commercial plan building, execution & monitoring

- Lead the company's personal care, food & pharma business development related workload in China, including but not limited to the customers calls and trials, weekly and monthly updates, sampling and follow up.
- Personal care, food & pharma related business development and promotion in the market especially for the new product, including but not limited to personal care, food & pharma applicable segments.
- Provide basic technical support and drive the new product or business development in the rest of Asian countries which share be 20% of total workload.
- Coordinate with customer service/finance/operation departments and other BAs concerned in our client for all business and marketing related activities in personal care, food & pharma related business.
- To collect market information, national policy, competitor analysis etc. and communicate with supervisor and other management team.
- Lead and coordinate the personal care, food & pharma related conferences/seminars/show as market role in China.
- Well-prepared the required report, technical documents, or other paperwork. Proper using CRM, sales force tools in daily work.
- Ad-hoc tasks assigned by the line manager

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## Requirement:

- Bachelor's degree with minimum 1 years working experience in industry territory with the pharma, personal care & food or related background.
- Food and pharma industry, sales or marketing background will be preferred.
- Good communication and interpersonal skills with integrity
- Good spoken and written in English and Chinese
- Independent with basic troubleshooting skills, self-starter
- Be able to deliver result with efficient sales process
- Willing to take frequent business travel and be able to organise business travel plan with efficient cost
- Strong interpersonal and communication (including negotiation) skills; value-added solution selling
- Ability to positively influence others w/o direct reporting lines
- Proven leadership and motivational skills to drive a sales team and achieve expected results
- Advanced problem-solving skills
- Strategic thinking, result oriented, concern for impact
- Highly motivated and resourceful self-motivator
- Taste for challenges - entrepreneurial mentality
- Strong multi-tasking and time management skills
- Ability to use common IT tools (Excel, Word, Gsuite, Web tools)
- Salesforce skills would be an advantage
- Mandatory use of English (technical and commercial)
- Regular and weekly trips (up to 60%)
- Driving licence required

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

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