

CHINA SALES DIRECTOR

Location: Shanghai

Sector: Luxury Packaging

Starting date: ASAP

JOB DESCRIPTION

The China sales director leads and oversees the sales activities of the group in China. She/ he has a deep technical knowledge of luxury high end packaging and possess a solid and a successful experience within an executive sales role on a national or global level in this field.

This highly professional will employ a partnering approach to business development efforts and will be responsible for developing, managing, and executing the strategies required to build and maintain alliances with key decision makers.

Position:

- Create account strategies for a group of domestic / global accounts on the Chinese market
- Build a portfolio of named accounts to target. Must be able to effectively prioritize clients based on overall strategy and growth direction of the company
- Build account plans for named accounts – identifying emerging clients / existing competitors in the account
- Understand the competitive landscape and market trends. Maintain the gross margin while closing deals and successfully penetrating strategic accounts
- Working and communicating with various stake holders within the company to effectively execute strategies to achieve business objectives and annual revenue goals. Aligning and managing the project managers developing team. Generate and maintain accounts and opportunities plans
- Provide direction on business decisions and execution on specific projects until their successful completion
- Create strong and direct relationships with key customer stakeholders at both senior and mid management levels. Ability to identify and solve customers issues strategically
- Communicate effectively with management, maintain, and provide a weekly report to management on customers activities, business opportunities, competitive landscape and revenue updates

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Requirement:

- Bachelors or packaging engineering degree background
- At least 5 years Equivalent experience in luxury packaging field
- Passionate about sales and a drive to build a business
- First class communication and presentation skills
- Leadership and sales experience
- Mandarin and English

APPLICATION : Please send your resume to: sh-recruitment@ccifc.org

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