

## SALES MANAGER

**Location:** Xiamen, Fujian

**Sector:** Manufacturing / Export

**Starting date:** ASAP

**Job Reference:** CDS-2023-001

### ABOUT THE COMPANY

Specialized in the development of camping equipment, our client helps creating and delivering innovative products for customers through its specialisation in the outdoor industry, its global design teams and years of manufacturing expertise in China.

### RESPONSIBILITIES

- Responsible for managing accounts, ensuring clients are satisfied, and generating new sales opportunities.
- Create, build, develop and grow key Customers Accounts as per plan.
- Implement a strategic sales media plan (newsletter, blogs, e-marketing), in cooperation with General Manager.
- Develop new business sales opportunities via potential trade shows and distributors in Eastern Europe and North America.
- Visit Zhejiang, Guangdong, and Hebei suppliers to follow up on sample projects and feedback on clients' latest progress.
- Daily communication with key clients (sales meetings, conference calls, daily feedback on current projects or sampling)
- Planning sample development, updating weekly shipping schedule per key accounts.
- Maintain weekly sales relationships between the company's ongoing business activity and its key clients.

### REQUIREMENTS

- Bachelor or above in engineering or trading / business development
- 2 years' experience in project management
- International profile, Chinese speaker is a plus.
- Willing to learn and develop new skills.
- Team player that can adapt to multicultural environment.

### APPLICATION

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