

## Sales Representative in the clothing Industry

**Location:** Zhongshan and Hong Kong

**Sector:** : Clothing manufacturing

**Starting date:** ASAP

**Report to:** CEO

**Job Reference:** CDS-2023-011

### ABOUT THE COMPANY

Our client is a leading manufacturer of sportswear, casual wear with international leadership that specializes in the design and the production of high-performance athletic apparel for men and women. Their HQ and Creative Centre is based in Hong Kong, while their manufacturing plant is in South China (Zhongshan). They are looking for a high potential Sales Representative, who will directly report to the CEO. This is a great opportunity to work in-house in a dynamic international environment.

### RESPONSIBILITIES

- Attend industry events and trade shows to stay up to date on industry trends and network with potential customers.
- Develop new customers for company, visit customers on a regular basis, maintain good relationship.
- Drive effective and efficient communication between fabric, development and production teams to ensure that contract, budgets and development schedules are targeted.
- Conduct planning, execution and communication of a development strategy that meets and exceeds financial goal.
- Formulate marketing and sales strategies, implementing action plans to achieve business KPI objectives.
- Train the current team to enhance their customer management abilities.

### REQUIREMENTS

- 6+ year's solid experience in handling clients in apparel mainly in US or European market and also sporty fashion areas;
- Work experiences in Puma, Lululemon, Nike, Adidas, Under Armour would be preferred;
- Excellent communication and interpersonal skills;
- Rich customer resources, has ability to develop new customers and new market;
- Ability to work independently and as part of a team;
- Fluent in English Speaking, Mandarin is a plus;
- Willingness to travel as needed;

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## APPLICATION

Please send your resume and your motivation letter to:

[sc-recruitment@ccifc.org](mailto:sc-recruitment@ccifc.org)

**Mail subject:** Your name | Sales Representative in the clothing Industry - Zhongshan and Hong Kong [CDS-2023-011]

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