



Sales & Marketing Director

Who we are looking for

We are looking for a strong leader who can lead a sales team and develop the business.

You have sense for new business opportunities and have solid understanding of doing business in China in the plastics industry. We are searching for a person who is interested in growing the business and motivate the team. As a person, you are outgoing, optimistic and action-oriented. You easily connect with customers and understand customer's needs. You take responsibility of developing the sales team and ensure successful sales figures.

Job description

The Sales & Marketing Director is responsible for the company's sales team and sales numbers. You work with the General Manager to develop sales targets and strategy and you make sure these are met. You interact closely with customers to understand their needs. You are also eager to ensure the team provides outstanding customer service and coordinates with production department.

The Sales & Marketing Director is working closely with the General Manager and drives the sales growth with emphasis on increasing company's market presence.

Further responsibilities include:

- Develop sales strategy
- Maintain sales plan
- Set and manage the sales budget
- Supervise sales team
- Customer visits and meetings
- Handle the sales documents such as quotation, ECN, order, contract reviews
- Receive orders
- Payment follow up
- Handle general affairs



KPI

- Sales amount
- Gross profit rate
- Sales amount new product
- Sales amount new customer
- Achieving rate for budget control

Requirements

- Education background: Above college education with major in business
- More than 5 years working experience in sales, preferably in plastics industry or automotive industry
- Language ability: Fluent Chinese and English
- Proven leadership experience of managing a sales team
- Solid understanding of making business in China
- Strong social ability
- Outstanding communication skills and use to interact with different departments
- Open to travel

Other information

Location: Kunshan

Reports to: General Manager

Contact: For inquires and to apply, please contact career@growhr.com. Mark your application with *Sales & Marketing Director (Kunshan)*

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