



Senior Sales Manager

About our client

The company, founded in 1852, is the world's leading provider of industrial machine needles, precision parts and fine tools, as well as systems and services for the production and joining of textile fabrics. All around the world, the products and services support the textile processes of knitting and warp knitting, weaving, felting, tufting, carding and sewing. Company offers its customers a comprehensive partnership – without boundaries and on site in over 150 countries. Numerous sales affiliates and sales partners complement the international presence.

The company employs more than 8,800 people and had a turnover of € 740 million in 2017.

Job description

- Establish, develop and maintain business relationships with current customers and prospective customers in the assigned territory to generate new business chances
- Engage in up-selling, cross-selling and package deal
- Make telephone calls, regular in-person visits and presentation to existing and prospective customers
- Develop new market opportunities in the designated territory or market segment
- Research sources for developing prospective customers and for information to determine their potential
- Monitor competitive activity in each account and ensures that appropriate response
- Strategies are formulated and communicated
- Supply management with oral and written reports on customer needs, problems, interest, competitive activities and potential for new products and services
- Undertake assigned project as requested from the management – Functional Manager
- Key Account management – KAM
- Work in cooperation with the management to implement the required “Sales Processes”
- Compliant with company rules and regulations

Requirements

- University or College degree holder
- Experience in the textile industry will be an advantage
- At least 3 to 5 years experience in sales of industrial products (preferably for industrial goods) for Western multinational companies
- Hands-on experience in managing and leading a team of employees
- Excellent Communication skills
- Basic experience in using SAP
- Fluent in both spoken & written English, Chinese is a plus
- Accuracy and attention to details
- Good business sense
- Good planning and organizational skills
- Good working experience in MS Office (Excel, Word, PowerPoint)
- Strong presentation skills
- Extensive travel within China



Other information

Location: Shanghai

Reports to: Managing Director based in Shanghai
Functional Manager based in Shenzhen

Contact: For inquires and to apply, please contact career@growhr.com. Mark your application with *Senior Sales Manager*