



Distribution Sales Manager

Our Group

- Has over 20 brands of consumer goods sold in over 70,000 retail stores across the world
- Is growing own franchise retail and distribution business in China, Europe and the Middle East
- Owns product design and product development, plus cooperates with famous brand partners
- Employs over 500 talents worldwide – big enough for growth and lean enough for speed
- Has offices across the globe, four in Asia, where we have been for more than 30 years
- Achieved 18% CAGR in last 7 years and continually growing and expanding

We believe in

- Start-up speed and high energy coupled with entrepreneurial and winning attitude
- Diversity: 12 nationalities work together to ensure creativity, innovation, openness and inclusivity - the core of our company culture
- Transparency of direction, vision and strategy of the company
- A creative, dynamic, welcoming and fun working environment
- Rewarding greatly our employees for their contribution with highly competitive salary and an attractive bonus scheme
- Caring for our employees' winnings and welfare
- Empowering people and developing a culture from doers to drivers

Why you will love us

- We provide endless development opportunities
- For a highly competitive salary coupled with attractive bonus scheme and social as well as health coverage
- For global exposure
- Fun products to play with... really it is part of the job!

Who we are looking for

As our Distribution Sales Manager you will manage our current distributor and develop sales revenue with this account. You will have the opportunity to drive the rapid growth of the company's wholesale business and help to define the way the company work with and support customers. You will be representing the company's brands and making a positive impression that sets the tone for the entire customer experience. You will also become an expert in the business and of our fun products.



How you will contribute

- Be an enthusiastic presenter and promoter of the company's brands and products
- Be part of developing the business plan and strategy, as well as identifying the goal with top management
- Drive revenue by managing the sales activities and identifying sales opportunities with the existing distributor
- Manage distributor's sales performance and develop financial targets as well as critical milestones
- Foster, motivate and expand business opportunities with the existing distributor
- Potentially establish new distribution network and develop new sales opportunities
- Provide effective communication with both internal teams and external parties
- Collaborate with US teams to develop marketing strategies and material
- Analyze the market and leverage the insights in adjusting sales strategy to maximize it to its full potential
- Improve / fine-tune the wholesale channel systems and processes

Why we will love you

- You have over 3-5 years of professional experience in distribution sales, preferably in consumer goods
- You have extensive China-market experience
- You are self-motivated with a can-do attitude
- You are entrepreneurial and have an independent mind-set to accomplish goals
- You get excited by challenges and by finding creative solutions
- You have a competitive spirit and a hunger to succeed and grow
- You are persuasive with an ability to excite other people
- You are naturally curious and have a strong desire to learn
- You are fluent in Mandarin and English

Other information

Location: Beijing, Guangzhou, Shanghai, or Hong Kong

Reports to: COO

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



Want your application to be prioritized?

Send in your CV and a video to our Official WeChat account or career@growhr.com, answering following questions in 2-3 minutes and receive feedback within 24 hours:

- Which qualities do you have that can be valuable for this role?
- Why are interested in this job and/or company?
- Which challenges do you see in this role?

