



Sales Representative - Flat Knitting

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 partner complement the international presence.

Company employs more than 8,800 people and turned over about 740 million euro in 2017.

Job description

- Services existing accounts, obtains orders and establishes new accounts within an assigned territory and market segment
- Contributes to sales growth, increased account penetration and securing customer needs by effectively selling and promoting the company and related services
- Drives market intelligence by gathering and providing market, customer, competitor and technical data
- Undertakes extensive and frequent customer visits within market area of responsibility
- Maintains existing customer relationships and boosts further development of new business customers
- Independently manages customer accounts within market area of responsibility
- Collects customer data and observes market trends and competitors' activities
- Prepares comprehensive customer visiting, management and ad hoc reports under observance of a time limit
- Promotes features, advantages and benefits of the company's products and related services
- Provides information (e.g. technical information, brochures, etc.) to customers and dealers according to their demand and needs
- Manages, handles and resolves customer complaints based on an effective and service driven approach
- Secures and drives positive and sustainable buyer-seller relationships
- Recommends changes in product features, services and policy by evaluating results and competitive developments
- Capability to secure orders from existing and prospective customers through the company value selling approach (ISP, ISD)



Requirements

- Able to work independently and with a pro-active approach
- Excellent communication skills
- Chinese mother tongue. Proficient in English both written and verbally would be a plus
- High motivation, honest, trustworthy, flexible, and reliable
- Pleasant personality
- Team player
- Prepared to travel within China
- Completed textile engineering education, or university degree with textile background, or compatible working experience would be an advantage
- Knowledge of flat knitting and machining, production quality, and fields of application is a must
- At least 3- 5 years of working experience in sales
- Experience working in a foreign company is an advantage

Other information

Reporting line: Sales Manager

Location: Shanghai or Shenzhen

Contact: For inquiries and to apply, please contact career@growhr.com. Mark your application with *Sales Representative- Flat Knitting*