

DATE: January 2022
DEPARTMENT: Sales / Business Development
BUSINESS UNIT/LOCATION: China (Shenzhen)
POSITION TITLE: Sales Manager
REPORTS TO: Asia Pacific Sales Director / GM Asia Pacific

Brief Summary of Position:

- Sales activities for but not limited to the Chinese and Asia Pacific customers, including travel throughout the area.
- Researching potential customers to drive new business
- Focus on enhancing existing relationships
- Achieving KPIs and revenue targets including sales, profit, enquiry and conversion targets set on a quarterly and annual basis
- Providing accurate, timely market intelligence on competitor activity and pricing
- Booking, organising and hosting customer meetings.

Responsibilities/Essential Functions of Position:

- Visit all customers at least once every 12 months (frequency in line with annual turnover) – all visits to be coordinated with the Asia Pacific Sales Director
- Be the primary coordinator for all on-site customer visits and be the main point of contact in meetings with customers
- Report on a monthly basis on Sales & Marketing initiatives in your area
- As required, participate in internal functions with the Sales Administration/Project Management (on a contingency basis only)
- Interaction with the Asia Pacific Team and Internal Sales to achieve the goals of the team

Recommended Technical Experience and Qualifications:

- Bachelor degree in Sales and Marketing and/or Degree in Engineering.
- 5 years previous sales and engineering experience (experience in magnetics, motors or generators would be preferable)

Essential Skills:

- Fluent in English
- Adaptability, able to re-prioritize tasks, able to acquire new skills and knowledge quickly
- Strong personal organisational and time management skills with attention to detail

Beneficial Skills:

- Self-motivated and directed, with the ability to effectively prioritise and execute tasks in a high-pressure environment.
- Strong personal organisational and time management skills with attention to detail

Reward:

- Salary commensurate with experience etc., bonus scheme, pension, phone and expenses