

Sales Director

Location: Shanghai

Responsibilities:

- Achieve specified sales targets in China;
- Develop and execute short and long term sales strategies;
- Identify market trends to optimize the sales activities;
- Establish new relationships with potential customers to expand the customers base;
- Strengthen already existing relationships with key accounts;
- Lead and train a professional sales team;
- Continuously inform the superior with sales activities;
- Directly report to CEO China.

Requirements:

- University degree in mechanical engineering or related subject;
- Excellent verbal and written communication skills in Chinese and English;
- More than 7 years proven track record in selling products and stable existing connections within automotive industry;
- Outstanding listening and negotiation skills;
- Strong strategic thinking skills and problem solving skills;
- Strong sense for customers' needs with service-oriented mindset;
- Highly capable of leading and motivating team members.

Qualified candidates are welcome to send their English resume, cover letter and photo plus intention of remuneration to Mr. John SHI at:

John.shi@eunacon-hr.cn