

Titel:

Sales Manager “China” (M/F/D)

Residence:

Hamburg

Region:

China

Reports to:

Chief Sales Officer

Company:

Our client is one of the world's leading label companies and pioneer in sustainable and digital packaging solutions. Our client serves local and multinational customers in different industries through a global network of 29 production sites and more than 3,000 employees.

Your Tasks:

- You are passionate about the acquisition of new customers and developing our existing customers
- You gain and build-up new customers and market segments in China
- You are supporting the local sales team in China
- You are responsible for short and long-term profitability and competitiveness of your business
- The definition of short and long-term sales strategies per customer and product segment / portfolio is also part of your job
- You use appropriate tools to monitor and report sales performance and effectiveness and steer activities to reach new markets & customers, including but not limited to, pricing, profitability and allocation decisions
- You develop sales plans for your business segment and distribution area, broken down into relevant regions and countries

Your Profile:

- You completed a technical or business degree alternatively gained long term experience in sales in the packaging industry (B2B)
- Your Mandarin and English skills are fluent
- You would describe yourself as customer oriented with high social and cultural competences and have excellent negotiating skills
- Willing for traveling 5/6 times a year to China
- Confident use of MS-Office and common CRM tools (e.g. Salesforce)

Kontakt

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