

Area Sales Manager 区域销售经理 (East China)

Function Description:

The East Area Sales Manager will work directly Under the Sales Director. Be responsible for Business development in East China (Zhengjiang, Anhui, Jiangsu, Shanghai etc) Area Market to achieve Company's business Targets.

华东区域销售经理在销售总监的指导下独立开展销售工作。对华东区域的销售负责，包含浙江，安徽，江苏，上海等区域，以完成公司制定的区域销售指标。

Job Content 工作内容:

1. Apply the Sales Strategy defined by the Company; be responsible for the business development in term of sales turnover as per targets set by Company and Management.
执行公司的销售策略。负责所在区域的业务开发工作，完成公司制定的销售指标
2. Be responsible for the End Users management in the Area, Prospect the potential Customers in the area, report to Sales Directors for decision making;
负责所在区域终端客户的管理维护。不断开发潜在客户，及时汇报工作进展，促成销售完成
3. Be responsible for the EAS Brand development and EAS Products promotion in the Market; To maintain and enhance the company's reputation in the market ;
负责EAS所在区域的品牌推广及产品推广等市场推广事宜。维护及加强本公司在所在区域的知名度和推广度
4. Customer and Projects follow-up on a daily basis, develop long-term customer relationship in the area. Arrange and attend customer meetings, make presentations to existing and new Customers, negotiate to close business opportunities;
日常客户拜访及项目跟进，维护好所在区域长期的良好的客户关系。日常客户拜访安排，将公司的产品专业地呈现给现有客户及潜在的新客户，把握好销售良机，促成销售完成
5. Day to day follow-up with the distributors, to support distributors for customer projects; Develop new possible distributors in the area, report to Sales Director for decision Making;
日常跟进各代理商，协助代理商完成终端客户项目。不断开发新的区域代理商，与上级领导保持良好的沟通
6. Reporting to Sales Director as required by the Management (Daily/Weekly/Monthly Reports)
汇报给销售总监，需要按时提交工作日报、周报、月报等销售报表
7. Other duties assigned by Sales Director
销售总监安排的其他工作

Back Ground 背景:

1. At least 5 years' Sales experience in Plastic / Sheet Metal Market; Working experience in the Injection molding, Ancillary equipment, Raw material field is preferred;
至少5年以上注塑，模具或机械仪表等相关行业销售经历，优先考虑注塑行业，注塑机设备销售，模具销售，注塑辅助设备销售，注塑原材料销售等候选人
2. Excellent sales skills required with proven records.
优秀的销售技能，有过往卓越的销售业绩辅以证明
3. Excellent communication skills, Be Responsible, Self-motivated, Customer-Oriented and Independent;
优秀的沟通表达能力，有责任心，自我激励，以客户为本，能够独立开展业务拓展工作
4. College graduate and above. Technical background is a plus
大专以上学历，优先考虑有技术背景的候选人

Skills 技能:

1. English skill is a plus
懂英文优先考虑
2. Computer skills (e-mail, word, excel, PPT...)
熟练使用各类办公软件，如outlook e-mail, word, excel, PPT等
3. Be able to issue clear report about work, achievement...能够独立汇报工作，称述各类问题，整理报告等
4. Driving license and Car is a mandatory
必须要有驾照和小车
5. Excellent communication skills, both written and oral
卓越的书面和口述沟通表达能力

Others 其他:

- Work Location: Zhengjiang Province(prefer to Ningbo, Taizhou)
工作方式：在家办公+出差
- Frequent Business trips
需要经常出差，出差范围：浙江省（宁波，台州），上海，安徽，江苏等区域
- General knowledge of quick change systems
对快速换模系统有一定的了解和认知
- Prefer to have customer resources from auto industrial OEM
有汽车零部件大型OEM客户资源的候选人优先考虑

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