

Sales Manager Guangzhou/Shenzhen

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Company: Bansard international

Location: China

Category: other-general

Job offer Ref. GUANGZHOU/SHENZHEN - Sales, Marketing, Communication - China

RESPONSIBILITIES:

The Sales Manager is responsible for growing the company's customer base and its revenue predominantly in South China in accordance with corporate objectives. The Sales Manager serves as the key contact point between Bansard and prospects/customers, answering queries, offering advice and introducing new products.

The Sales Manager is a highly motivated individual in the 3PL industry. He/she will conduct the following tasks, including but not limited to:

Identify new business opportunities by establishing contact and developing relationships with prospects (with a focus on Europe/USA & Intra-Asia).

Build relationships at all levels and represent Bansard Group by offering our services through trade exhibitions, events, fairs, meetings...

Find & develop qualified leads (cold calling) and convert them into prospects and customers via Bansard network.

Perform regular visits to qualified prospects and existing customers.

Coordinate sales action with our worldwide organization & lead the sales development efforts in the area by managing/generating, preparing and following up quotations/sales leads and client activities like sales calls, presentation, pipeline/solutions.

Set up commercial and pricing strategies in cooperation with the procurement department.

Identify product improvements or new products by remaining updated on industry trends and competitors.

Prepare reports by collecting, analyzing, and summarizing information to the line manager on a weekly basis.

Achieve monthly/annual growth targets (sales/margin/volume) defined by the Sales Director.

Perform all other duties as assigned and requested by management.

Requirement:

Bachelor/Master degree, ideally specialized in business, logistics and/or supply chain management.

At least 5 years of experience in forwarding/3PL industry, ideally with a portfolio of existing customers.

Due to our business needs, French or European candidates is preferred.

Relevant job knowledge and experience, including ocean & air freight, both import and export.

A unique combination of good interpersonal and communications/presentation skills, both written and oral, coupled with a consultative sales approach.

Energetic, self-motivated, honest, aggressive and result-oriented.

Fluent English; French and/or Chinese are appreciated.

Computer-literate, MS Excel, Word and PowerPoint.

Travelling is necessary.

Less experience may also be considered as Sales Executive/Assistant Sales Manager.

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