

JOB DESCRIPTION

Business Unit Head

Ref: J057/WW/C0100/2019

- Health & Beauty
- Multiple brands & brand leading.
- Lead the growth

Health and beauty are always important to us.

Our client goal is to be the No 1 distributor for most latest technological and innovative equipment and a brand that their customers aspire to own. We are looking for a business leader to continue evolving the business, development and profitability of this category.

You will lead the sales and marketing teams of each brand to plan, and implement the business vision, objectives, strategies, and business priorities to deliver business results.

Internally, you will direct all business activities aligned marketing strategies and financial objectives, which would be measured through revenue growth, market penetration, territorial expansion of retail network, increase market share in existing markets, drive the direct retail business and maximization of new business development opportunities.

In addition, you should have a proven track record in building and strategizing a high-impact partnership with the principals to synchronize marketing strategies and maximize mutual profitability.

Your experience in consumer electronics, health & beauty equipment, and / or household appliances would facilitate you fitting into this company. Having an in-depth knowledge about the consumer market in Hong Kong, you would always be the go-to-person for discussion by the Principals.

A degree holder with minimum 10 years sales and marketing experience on consumer products would be required. Your experience in retail management would be highly relevant to the role. Proficiency in both English and Mandarin.

**Candidates, who are interested in the role, should submit their CVs with true, compete and accurate information.*