



JOB DESCRIPTION

Sales Director

J066/WW/C0104/2019

- US Market focus
- Rewarding career
- Space to build

Our client, an apparel solution partner, is strong in turning challenges into opportunities. With offices around the globe, their business is growing!

We are hiring a Sales Manager, based in New York. This key role will be responsible for ensuring the revenue stream is profitable through growing the business of existing customers and prospecting new business.

As a go-to-person in the respective market, you will gain and retain customers through developing deep relationship, providing a great customer experience, and educating customers about the trends.

Staying current on all new products and services, as well as the industry trends would be the key to turn potential opportunities into sales.

To be an ideal candidate, you should possess a degree on related field, and minimum 5 years successful enterprise sales experience with apparel agency or trading office.

Experience in managing customers and leading a complete buyer's journey – from identifying needs, offering solutions through service and products, and following up on referrals are critical.

You must have strong apparel product knowledge, both technical and design perspectives, especially on Sweater.

Resourceful, and consultative style with good selling and communication skills.

Last but not least, it is important for you to have compelling US customers insight, and experience of working with Asia teams. Travelling within US and to Asia is required.

**Candidates with lesser experience could be considered as Sales Manager.*

Interested candidates please send your CV to stepup@stepup.com.hk or visit the website <http://www.stepup.com.hk/opportunities.html> to submit your application. Candidates should submit their CVs with true, compete and accurate information.