



JOB DESCRIPTION

Reference No. J050/WW/C0090/2018

Regional Sales Manager

- Passionate about toys
- A high achiever
- Asia Pacific focus

We are hiring an experienced sales professional for one of the largest UK based children's toys companies in Hong Kong.

As the regional sales leader, you are in the driver's seat to plan, develop and manage new opportunities and existing accounts to grow sales and increase brand presence across Asia Pacific - Australia, Japan, Korea, and South East Asia markets.

Your experience in managing sales teams, distributors, and direct selling to international retailers would be your daily role. You will work closely with your team, and cross functional teams - product development, packaging, and supply chain, to offer creative solutions to the customers.

Externally you will be the representative to engage with potential markets and attend trade shows or promotional events. The role requires providing market insight of forthcoming product trend and development to the company.

Besides managing the sales performance, staying in touch with customers for new business, preparing contract or presentation to customers, negotiating terms with buyers, and providing feedback to enhance product functionality and service delivery, is part of this diverse position.

To be a successful candidate, be a self-starter with over 10 years' experience as a sales and marketing professional, backed with a strong business acumen and knowledge of Asia Pacific markets. A background in toys would be an advantage.

A proven experience in building strategic partnership, and sales record. Excellent interpersonal and high level of professionalism relationship building skills would be the key. Native English is required.

Does this role sound exciting to you? STEP UP to send your application today.