



JOB DESCRIPTION

Assistant Sales Manager

Ref. J073/WW/C0100/2019

- High growth category – Beauty
- Channel sales focus
- Excellent career development

Our client is a multi-brand consumer electronics distributor in Hong Kong and Macau. Coping with the fast-growing business in health and beauty, we are hiring an Assistant Sales Manager to take on the new challenges.

Being the manager for key accounts, you will focus on expanding the existing and new sales channels. Working closely with the merchandise team of each sales channel on strategic and tactical levels, you will be on the driving seat for sales and growth opportunities.

As a key contact to customers, your role will involve in handling customers' order from quotation, terms negotiation, sampling, inspection and delivery, and monitor the inventory.

In order to support the sales activities, you will work with the marketing team on implementing and communicating different marketing and promotion campaigns to all retail channels in order to achieve the target.

On the sales administration, you would conduct regular sales budget and forecast meetings, prepare reports to the management and ensure readiness of all product collaterals. Motivating your promoters and shopfront salesmen to meet the sales target and to maintain high standard of customer services is part of your role.

Stepping up your career, you should have a minimum of 4 years key account management experience from consumer electronic industry. Strong relationship with consumer electronic dealers and retailers is a critical success factor. Good analytical skill and sensitive to data.

Possessing a degree in business, marketing or related disciplines, strong business acumen and customer development and negotiation skills. You should be a good communicator with presentation and interpersonal skills. Proficiency in both English and Chinese.

Candidates with more experience would be considered for Sales Manager or Senior 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.