



## **JOB OFFER.**

### **JOB DESCRIPTION**

A Chinese company, which is the sister company of an Spanish one, is looking for a Technical-Sales Responsible and General Manager Assistant.

**Nacionality:** Preferably Chinese but also any other nationality will be accepted.

**Languages:** Native Chinese. English good knoweledge speaking, reading and writing. Spanish knoweledge will be considered.

**Experience:** Minimum 5 years working in similar position. Preferably experience in a small or family business.

**Place of the job:** China - Shnanghai

**Background:** Chemical Education. Will be considered education on sales or marketing.

### **Abilities:**

Leadership.

Pro-active, innovative and very dynamic person

Sales commitment

Well organized and strong team work spirit.

Negotiation skills

### **Work Scope:**

- To define, together with the Business Manager, the strategy and all sales actions to be developed.
- Market research to increase the current customers portfolio of the company.
- To manage new products introduction to the market.
- Identify new sales opportunities
- Monitorize, evaluate and control customer needs
- Negotiate prices and offers with customers.
- Coordinate the samples, prototipes and new developments to be done for customers. Together with the support of the Spanish and Chinese technicians.
- Manage the current customer portfolio.

**Report:** The candidate should report the Spanish team of the sister company and will be a member of the Board of Directors and report the shareholders

28/09/12.

SEND CV TO:

codinas@agatex.es