



我们正在招募人才

WE ARE RECRUITING TALENTS

销售经理 - 中国

Sales Manager – China

工作地点: 国内

Location: China

基本职责

Essential Duties

- 管理和维护客户关系及客户间的长期合作计划
- 与公司事务官、总经理共同维护和发展公司与当地政府之间的关系
- 开拓新市场, 发展新客户, 增加产品销售范围
- 负责中国区销售的策划和执行, 完成销售指标
- 负责市场信息收集
- 改善公司的产品组合
- 准备销售订单及合同、物流对接, 并与生产团队协调交付

- Manage and maintain customer relationships and long-term cooperation plans with customers.
- Maintain and develop relationships between the company and local governments, together with the Corporate Affairs Officer and the General Manager
- Expand new markets, develop new customers, and increase product sales scope
- Responsible for planning and executing sales in China, achieving sales targets
- Responsible for collecting market information
- Improve the company's product portfolio
- Prepare sales orders, contracts, logistics coordination, and coordinate delivery with the production team

能力

Competences

- 销售工作积极性高
- 较强的学习和沟通能力
- 具有农业经验的植物爱好者 (盆栽植物生产或销售、泥炭基质销售等)
- 了解农业和种植相关技术。
- 接受出差拜访客户
- 英语不是必须的, 但却是一项强大的资产

- High enthusiasm for sales work
- Strong learning and communication skills
- Plant lover with experience in agriculture (pot plant production or sales, peat substrate sales, etc...)
- Understand agricultural and planting related technologies.
- Ready to travel to customers in the country.
- Speaking English is not required but is a strong asset

待遇

Treatment

按政策缴纳五险;

Pay social insurance according to the policy.

节日福利+生日福利+绩效奖金+带薪年假

Holiday benefits + birthday benefits + performance bonuses + paid annual leave

碧欧达公司秉承其不断学习的企业文化, 定期为其合作伙伴提供技术和管理培训。碧欧达集团是其员工不断成长的地方!

BIOSTART provides regular technical and management training to its collaborators, adhering to its continuous learning process culture.

BIOSTART is a place where its people grow!