

JOB OFFER

Regional Sales Manager

Location:

Beijing CBD (North China)

Shanghai HQ CBD (East China)

Job Type

Full-time

Start

As soon as possible

Description

职位描述

As the regional sales manager (North China/East China), responsible for the overall development of Visual Arts Teaching Program (VATP) market development and project sales in East China/North China. And be in charge for the formulation and implementation of marketing plan. Preside over the daily work of sales department in the responsible area, and reasonably allocate human and material resources.

作为华北/华东地区销售经理，负责在华北/华东地区全面开展 VATP 项目市场拓展及项目销售，负责营销计划的制定与执行。管理所负责区域销售部门日常工作事务,合理调配人力、物力、市场等资源。

Sales Management

销售管理

- Based on North China/East China region, develop customers for VATP project
立足华北/华东地区，开展所在区域的客户拓展
- Achieve regional sales, growth and profitability targets 完成公司制定的区域销售、增长和盈利目标
- Complete the accurate regional sales budget and strictly implement 完成对所属区域销售预算的准确提报，并严格执行

Member Management

客户管理

- Collect relevant information of regional potential market 帮助公司收集所属区域市场及潜在市场的相关信息
- Provide complete training to ensure that customers have a comprehensive understanding of VATP platform 完整提供客户签约前后的相关培训，保障客户对 VATP 平台使用的无障碍且全面理解和掌握
- Sign and execute the contract, collect the payment on time 执行合同签署并准时回款
- Complete and submit daily, weekly, monthly work reports, including visit plan, progress report, and etc.完成并准时提交工作日报、周报、月报，包含客户拜访计划及进度报告等

- Establish the cooperative relationship with related major arts institutions in North China/East China, recruit campus promotion ambassadors, carry out campus events and other campus promotion activities 与相关地区专业院校合作，招募校园推广大使、执行校园赛事等各项校园内推广活动
- Organize customers to participate in various training activities by the headquarter 组织客户参与总部管理部门不定期举办的各类培训及市场活动

Requirements

职位要求

- Bachelor degree or above 大学本科或以上学历
- At least 5 years working experience, including more than 3 years sales experience in education or art industry (European company experience is preferred)至少 5 年工作经历，其中 3 年以上教育或艺术行业的销售经历（欧洲公司经验优先）
- Excellent customer and project management experience, be able to build and manage sales channels 出色的客户和项目管理经验，可迅速搭建销售渠道并管理
- Understand countries cultural differences, graduates from major arts institution, and overseas working experiences are preferred 理解中西文化的差异，国内外知名艺术院校毕业生优先，有海外工作经验为佳
- Open mind and sense of responsibility, excellent communication skills in Mandarin and English, proficiency in MS Office and other related working tools 拥有开放性思维与责任感，普通话及英语的优秀沟通能力，熟练使用 MS Office 等办公工具