



A fusion of steel and elegance

JOB INFORMATION

Sales Manager

Requirements:

- 30-40 years old.
- University degree or equivalent, international trade/metal materials or relevant majors.
- At least 5 years working experience in international trade.
- Metal materials/International trade major, posses of professional knowledge of steel or metal materials industry
- Can work independently, actively, seriously, under pressure.
- Strong interpersonal with high team spirit.
- Excellent and effective in both spoken and written Chinese and English
- Willing and able to travel

Responsibility:

- Develops and implements an effective business plan focused on new business opportunities, using a consultative strategy to effectively communicate Brilliance MAHK's value proposition to prospective customers. This includes identifying business opportunities and target companies, determines overall revenue opportunities in the market, to create and overall go-to-market strategy.
- Creates a disciplined approach to monthly forecasting requirements based on forecasting criteria. Manages and maintains all customers prospecting & forecasting information using sales online tools.
- Collaborates with internal resources to develop comprehensive sales presentation materials tailored to winning new customers and closing business. Develops a sound presentation and closing strategy that will win business. Required to engage Marketing and Business Development Manager on any Referral Endorser opportunities.

What we provide:

- We are a fast growing international import / export enterprise.
- Our client are multinational enterprises
- We have an international team
- We provide a friendly and modern working atmosphere
- We provide opportunities for our employees to lever their skills

if you would like to apply for this postion, you can email to:
career@mahksteel.com