



Position

BD & SALES MANAGER CHINA

Company

ARVE, a Swiss start-up company, designing and producing highly developed air quality monitoring systems for the hospitality industry is looking for a **BD & Sales Manager** who is willing to develop and grow quickly the Chinese market.

Your responsibilities

- Prospecting new clients in Chinese market
- Gather information on assigned clients
- Contact clients to understand their requirements and create a sales plan
- Provide after-sales support to retain customers
- Ensure prompt and accurate answers to clients' queries
- Build strong client relationships, through regular communication
- Report on the status of accounts to the Co-CEO Market
- Communicate product and pricing details clearly
- Coordinate with the Co-CEO Market to create customized sales plans for key clients
- Promote new products/services to existing customers
- Create potential leads with Hotels China and close as many deals as possible
- Research and evaluate market trends and feed them back to the Business Development Team
- Keep contact database up-to-date in CRM at all times.

Essential skills and character traits

- Entrepreneurial mindset with hands-on mentality, with the potential to build and lead a regional team in the medium term
- Experience in European working environment (work in structured approaches with open communication)
- Strong will & Capacity to learn quickly and to move forward
- Basic understanding and interest in Data Science, Algorithm Development, IoT, Artificial intelligence, Cloud Services and SaaS models
- Capability to make appointments with clients and close deals with Hotel Operators and Owners

Following will be considered as a plus

- Proven work experience as a BD & sales Manager role
- Understanding of sales principles and ability to deliver excellent customer experience
- Willingness to roll up your sleeves and take on operational tasks as needed
- Strong (verbal and written) communication skills in Chinese and English with an ability to build solid business relationships
- High degree of professionalism
- Experience in CRM software (e.g., Salesforce)
- Effective presentation and negotiation skills
- Good time-management skills with a problem-solving attitude
- BSc degree in Business Administration, Marketing or other relevant field
- Education and/or experience in the hotel industry and operations

Application

If this challenging position appeals to you, we look forward to receiving your application in English via E-Mail to jobs@sim.biz

About sim

sim (selective international management) Co. Ltd. is a Swiss consulting company based in Shanghai, providing support to foreign and domestic companies primarily doing business in or with China based enterprises. sim's strength lies in managing local operations and projects: we initiate, implement and operate ventures successfully with and for our clients.

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