

销售代表（江苏）

Náplň práce

职责描述:

- 达成区域销售目标

Ensure the achievement of regional sales volume target which will contribute to and in line with national sales volume target.

- 强化区域内零售网络的搭建、开发与管理，持续优化网络，提升负责区域的销量及市场占有率 Find & recruit Retail Shops / Work together with Retail team for the poor shop improvement program.

- 支持区域销售经理完成区域业务战略的落地执行，根据总部、及区域的实施计划，独立推进各项工作，规范店铺销售行为，达成负责区域的销售目标。

Supporting Area Sales Manager set up the local strategy in the responsible territory including Retailer selection and network / Completely follow the company promotion strategy, and ensure high quality implementation with ASM in responsible territory

- 遵守工作流程，完成日常工作报告，保证工作质量。

Complete working plan in required quality and timing. Complete the retailer weekly visit report with high quality & in time reporting



ID pozície
REF28283J

Pracovná oblasť
Marketing a predaj

Miesto práce
shanghai

Úroveň vedenia ľudí
Leading Self

Flexibilita
Hybrid Job

Právnická osoba
Continental Tires Co., Ltd.

Profil kandidáta

任职要求:

1. 具备3-5年销售相关经验。
2. 有良好的承压能力及团队合作意识，能够适应出差工作。
3. 本科或以上学历

Čo ponúkame

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O nás

The Business Area Tires offers the perfect tires for a wide range of different applications – from cars, trucks and buses to special vehicles, bicycles and motorcycles. Through continuous investment in Research & Development, Continental makes a major contribution to safe, cost-effective and ecologically efficient mobility. The portfolio of the Business Area Tires includes services for the tire trade and for fleet applications, as well as digital management systems for tires.