

销售代表（江苏）

工作职责

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

你的档案

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

我们可以提供

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关于我们

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.



职位号码

REF28283J

工作职能

营销和销售

所在地

shanghai

领导力级别

Leading Self

工作场所灵活性

Hybrid Job

法律个体

Continental Tires Co., Ltd.