

全国大客户销售代表_广东 NASR_Guangdong

Your tasks

职位概述

该职位负责在指定区域内管理全国性大客户项目及旗舰店运营。主要专注于建立并维护与区域内经销商及客户的长期稳固关系，驱动销售增长，提升公司产品市场份额。

主要职责

达成销售目标

- 制定并执行区域销售计划，确保完成公司销售指标。
- 分析区域市场趋势及竞争对手动态，调整销售策略以应对市场变化。

客户关系管理

- 与区域内全国大客户项目及旗舰店保持紧密联系，深入了解其需求并提供合适的解决方案。
- 定期拜访客户，推广产品并提供销售支持，确保客户满意度。

市场推广

- 参与区域市场推广活动，提升品牌知名度及市场份额。
- 收集市场反馈，为公司提供有价值的市场洞察与建议。

订单管理

- 通过CDMS系统处理客户订单，确保准确性与及时性。
- 跟踪订单状态，协调发货与售后服务工作，确保及时响应客户需求。

培训与支持

- 为区域内全国大客户项目及旗舰店提供产品培训与技术支援，提升其对产品的理解与应用能力。
- 协助解决客户在产品使用过程中遇到的问题，提供专业技术支持。

其他

- 完成上级交办的其他临时性工作任务。

The National Account Sales Representative is responsible for managing national account projects and flagship stores within a specific region. The role focuses on building and maintaining strong relationships with dealers and customers in the region, driving sales, and increasing market share for the company's products.

Achieving Sales Targets

- Develop and execute regional sales plans to meet company sales targets.
- Analyze regional market trends and competitor activities, adjusting sales strategies to adapt to market changes.



Job ID

REF954280

Field of work

Marketing and Sales

Location

Guangdong

Leadership level

Leading Self

Job flexibility

Remote Job

Contact

Millie Mi

Legal Entity

Continental Tires Co., Ltd.

Customer Relationship Management

- Maintain close contact with national account projects and flagship stores in the region, understand their needs, and provide appropriate solutions.
- Regularly visit customers to promote products and provide sales support, ensuring customer satisfaction.

Market Promotion

- Participate in regional market promotion activities to enhance brand awareness and market share.
- Collect market feedback and provide valuable insights and suggestions to the company.

Order Management

- Process customer orders through the CDMS system, ensuring accuracy and timeliness.
- Track order status, coordinate shipments and after-sales services, ensuring customer needs are met promptly.

Training and support

- Provide product training and technical support to national account projects and flagship stores in the region, enhancing their understanding and usage of the company's products.
- Assist in resolving customer issues during product usage, offering professional technical support.

Others

- Any ad hoc tasks assigned by supervisor.

Your profile

- 本科及以上学历，市场营销、工商管理或相关专业优先。
- 至少3年销售相关工作经验，有同行业经验者优先。
- 优秀的沟通及谈判技巧，善于建立并维护客户关系。
- 出色的市场分析与销售规划能力，能独立制定并执行销售计划。
- 熟练使用办公软件及CDMS系统，具备良好的数据分析能力。
- 具备项目管理经验。
- 适应能力强，能灵活应对项目需求和环境的变化。

- 具备领导和管理虚拟项目团队的能力。
- 责任心强，富有团队精神，能适应频繁出差。
- 抗压能力强，具备优秀的问题解决能力。

Bachelor degree or higher, preferably in Marketing, Business Administration, or related fields.

At least 3 years of relevant experience in sales, preferably in a similar industry

Excellent communication and negotiation skills, capable of building strong relationships with customers.

Strong market analysis and sales planning abilities, able to independently develop and execute sales plans.

Proficient in using office software and the CDMS system, with good data analysis skills.

Proven Project management experience.

Flexibility to adapt to changing project requirements and environments.

Proven ability to lead and manage a virtual project team.

High sense of responsibility and team spirit, able to adapt to frequent travel.

Strong stress resistance and problem-solving abilities.

Our offer

您愿意与我们共同驾驭未来吗？即刻填写在线申请吧！

About us

大陆集团专业开发前沿性技术与服务，以人和货物运输为着眼点，致力于打造可持续且可联动的交通方式。集团成立于 1871 年，作为一家科技企业，它负责为车辆、机器、交通及运输行业提供安全、高效、智能且经济实惠的解决方案。

轮胎子集团凭借其为汽车、卡车、公共汽车、两轮和特种轮胎领域打造的优质产品组合，已成为创新型轮胎技术解决方案的代名词。集团以轮胎与促进可持续发展为着眼点，相应推出了多款智能型产品和服务。针对专业经销商和车队管理商，轮胎子集团在其他服务的基础上，为之打造了数字轮胎监控和轮胎管理系统，从而在保持车队机动性的同时，亦提高了车队效率。凭借其轮胎业务，大陆集团为实现安全、高效以及环保的交通方式做出了重要贡献。