

New Channel Development Specialist

Jūsų užduotys

Sales

- Ensure a smooth operation and maintenance of New Channels, facilitate the further development of new channels
- Order management and analyst, ensure a smooth communication with MDM, provide constructive advice to customers
- Contract management, eSign management, internal process management
- Familiar with internal processes, cooperate with internal dept like, marketing, Finance, retail, etc.
- Be the key player in New Channel team to ensure the achievement of business result from both volume and profit perspective

Projects

- Responsible for project operation to support new channel target achievement
- Project execution, monitoring, improvement and communication
- Responsible for project efficiency

Reporting

- Regular monthly and milestone reporting, following the defined timing, content, quality requirements. including: Channel map, segmentation, sell-out FC with development curve, product mix, sales policy and promotions, market situation update, working schedule, KPI review.
- Follow the company standard reporting requirement to provide inputs on time with right quality.

Others

- Other ad hoc tasks assigned by supervisor

Reikalavimai

- University degree in Business or Automotive related field
- 3+ year experience in sales. Vendor management experience with advanced supply chain management knowledge is a plus
- Process experience of retail operation. Advanced experience in cooperation with external customers and vendors



Darbo ID
REF99067H

Darbo sritis
Rinkodara ir pardavimas

Vieta
Šanchajus

Lyderystės lygis
Leading Self

Darbo laiko lankstumas
Onsite Job

Darbo laikas
Visas etatas

Kontaktinis asmuo
Brenda Luo

Juridinis asmuo
Continental Tires Co., Ltd.

- Project management experience

- Multi-international company working or cooperation experience is a plus

Mes siŭlome

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Apie mus

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