

New Channel Development Specialist

工作职责

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

职位要求

- 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



职位号码

REF99067H

工作职能

市场营销与销售

所在地

上海市

领导力级别

个人贡献者

工作场所灵活度

现场办公

工作时间

全职

招聘专员

Brenda Luo

法律实体名称

Continental Tires Co., Ltd.

- Project management experience

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

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