



登远洋（北京）贸易有限公司
100026 Beijing, China

Job Advertisement – Offering Position as Sales Manager – 20.08.12

Deng Ocean Beijing Trading LTD. is looking for a Sales Manager to work in our office in Beijing as of right now.

Company Background:

We have more than twenty years of experience in trading goods between China and Europe and are now beginning to focus our attention on the import to China. Therefore, a bigger office with a storage unit was established in Beijing last year. Our Beijing office is supported by our partner in Hamburg, Germany, who is providing all necessary services regarding the supply of products. Deng Ocean provides all services from the shipping process to the distribution and is currently under German management.

Job Description:

For our Beijing office we are looking for a Sales Manager to build up the sales team. The duties for this position include:

- Acquisition
 - Communicate with existing clients to coordinate future orders
 - Identify new sales channels and sign new clients
- Coordination
 - Planning the individual sales process for each client in cooperation with the supply department
 - Make sure that deliveries are running smoothly
- After Sales Service and CRM
 - Make sure that relationships with clients are kept active and the feedback channels are open
 - Constantly introducing new products and demanding feedback on potential new product categories

Additional tasks may be added to this description as the job evolves in line the company's progress.

登远洋（北京）贸易有限公司
北京登远洋贸易有限公司 北京市朝阳区汤立路 216 号 东方郁金香大厦 C 座 907
100026 Beijing, China
<http://www.deng-ocean.com> | apply@deng-ocean.com

Requirements:

As this can be considered a start-up venture in regards to the imports the most important requirement is a strong ability to work independently. A fitting candidate needs to enjoy free work with little boundaries and effort-related compensation.

An independently working candidate next needs to bring experience in one or more of the following fields with him:

- Consultative sales and/or freelance sales
- Human resource management
- Food and Beverage Products
- Experience in working with (online-)supermarkets and/or wholesalers

A possible candidate has at least completed a bachelor's degree in a related field, is a native Chinese speaker and possesses working knowledge in the English, German or Spanish language.

Conditions:

We are offering a dynamic and flexible working environment. European staff works back to back with Chinese staff to encourage cooperation on all levels.

This is a full-time position. The compensation is organized in a three part system. A base-salary is accompanied by a sales based commission and a monthly target bonus. Particulars can be disclosed and discussed in the process.

Hiring Process:

Any female or male person of any nationality, race or orientation is encouraged to submit their CV, should they fit the above described criteria. As we are looking to fill this position as soon as possible we are going to answer all suitable candidates immediately. After completing an interview in Beijing the candidate may be subject to a standard probationary period.

Our aim is to keep this process as short as possible with the hope of encouraging strong personalities in trying themselves on an exciting challenge with extensive rewards.

登远洋 (北京) 贸易有限公司

北京登远洋贸易有限公司 北京市朝阳区汤立路 216 号 东方郁金香大厦 C 座 907
100026 Beijing, China

<http://www.deng-ocean.com> | apply@deng-ocean.com