

In-Country Sales Executive - China

In line with Eurocentres commercial strategy, we are looking to appoint experienced, and result-driven individuals to be our Sales Executive for China. The primary focus of the role is to drive and achieve Eurocentres' agent sales strategy/revenues for the region constantly searching and delivering new business opportunities.

Develop and deliver a comprehensive sales plan and strategy for the assigned region. The post holder will lead business negotiations, maintain and manage the relationship with current agents, groups, educational institutions, corporations, governments, etc and continue to develop further business with them. The post holder will be target and results driven, self-motivated and highly committed to providing professional services to internal and external stakeholders. This person is a good collaborator and brand ambassador. Our Head Office is in London but it is not a requirement for you to be office based - you go where your customers are, in China! We provide a competitive salary (according to experience), performance-based bonus and personal development opportunities.

Responsibilities

- Meet or exceed quarterly/yearly bookings targets while delivering consistent and reliable forecasting
- Develop and deliver a comprehensive sales plan and strategy for the assigned region
- Accelerate new customer acquisition and upsell/grow existing accounts, while maintaining an accurate sales pipeline
- Work closely with agents, groups, institutions, corporations, governments, etc. to reach targets
- Manage pricing discussions and contract negotiations
- Develop long-term strategic relationships with key agents
- Responsible to develop sales plans, targets, forecasts, budget, complete and accurate on-going maintenance of pipeline, accounts, forecasts, proposals and account activity
- Adhere to own and overall Eurocentres budget

Qualifications, Skills/Competencies

- Industry experience in a similar company/school and an established network of agents in China.
- At least 5 years sales experience, in China.
- Advanced spoken and written levels of 1-2 languages related to designation region, as well as fluent English (spoken and written)
- Knowledge about education systems/language systems/teacher training/corporate education/digital/agent sales
- Ability to identify and develop new business opportunities and to 'close the deal'
- Ability to cope with competing demands -multitasking- and to prioritise tasks
- Strong communication skills in all forms including written, oral, email, telephone, and presentation
- Capable of hands-on problem-solving, with the ability to generate innovative ideas and solutions and pay close attention to detail
- Good organisational, project management, research and data analysis skills and the ability to work on own initiative and in a timely manner.
- Strong negotiating skills and the ability to influence others.
- Good performance and people management skills
- Strong agent management and relationship building skills
- Good IT skills including proficiency in using Microsoft and G Suite
- Strong target driven and results focused.
- Highly commercially and sales minded, customer oriented, innovative, inspiring, dynamic and confident
- Flexible, Self-motivated and resourceful
- Committed to the provision of high quality, professional service
- Extensive travel and sometimes work outside normal office hours
- Attend industry related conferences, exhibitions, workshops and events