



Camera di Commercio Italiana in Cina

中国意大利商会

China-Italy Chamber of Commerce

China-Italy Chamber of Commerce  
Career Day 2020

**Job Description**

Position: **Sales**

**Job Description (100 words):**

- Responsible of sales activity;
- Develop and deliver sales budgets;
- Review actual sales and provide regular reporting about: volume, value, gross margin;
- Define and quote selling prices either in line with the profitability targets;
- Manage payment and credit schedules at customers to achieve the business targets;
- Maintain a close watch on competitive activity;
- Pay more attention and time for developing the new customers, new markets and new distributors;
- Manage sales channel: maintain current, evaluate performance, expand channels;
- Attend and visit the relevant exhibitions and bring back useful information to enlarge the customer base;
- Feedback market knowledge back to management.

Job location: **Panyu, Guangzhou**

Type of job (full-time, part-time, internship): **Full-time**

Required experience: **5 to 10 years**

Starting date: **15 July 2020**

Salary (if indicated): **To be negotiated according to experience**

**Candidates' requirements (100 words)**

- Proven record of new customer/business development;
- Familiar with value sell, solution making, total cost of ownership;
- Passionate, initiative, self-disciplined, business ethic;
- Frequent travels in the region;
- Excellent English skills are a precondition;
- Knowledge of hardware and proven experience in hardware sales;
- Valid driving licence is needed;
- Previous experience in WFOE is a must.



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**Company Information**

Company Name: **Zanasi China**

**Company Description (100 words):**

**“Skilled in industrial Ink-Jet printing systems”. This is the history of Zanasi, an Italian company which bases its success on the production of industrial Ink-Jet printers. High technology Made in Italy chosen all over the world. Design, reliability and quality are the Zanasi products’ strengths. The headquarters are in Sassuolo (Modena), Italy. This strategic choice guarantees the absolute quality control over the all range of Zanasi products. Zanasi China is located in Panyu, Guangzhou and operates in production, sales, after-sales, import and export. Zanasi China offices are conveniently located and the company offers a stable environment with large responsibilities.**