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# Example of Sales Manager, China Job Description

Our company is looking to fill the role of sales manager, china. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for sales manager, china

* Sets and manages realistic revenue forecasts
* Delivers regular and accurate forecasts to the RDM
* Maintains close relationship and clear communication with machinery dealers on his territory
* Regularly identifies strengths, weaknesses, opportunities and threats in the market, specifically with competitors, and prioritizes market activities accordingly to generate high returns on resources deployed
* Inspires others to share their vision and support them to reach a common goal
* Pursue, negotiate and construct appropriate terms of sales & maximizes sales penetration through competitive strategies in alignment with corporate & regional initiatives
* Plan & organize promotional events in collaboration with other departmental teams
* Monitor & control selling activities, order developments, pricing strategies, payments
* Ensure accuracy of sales forecasting through weekly reviews & update of prospects list
* Timely submission of meaningful sales calls reports to reporting manager

## Qualifications for sales manager, china

* 3+ years of experience in working with channel partners (non-stocking distributors)
* Demonstrated success in developing new business with major government and industrial customers
* Demonstrate knowledge of the China markets, business practices and culture
* Excellent communication skills (verbal and written) and the ability to interact effectively in English & Mandarin
* Superior computer skills including Microsoft Office (Excel, Word, and PowerPoint)
* A proven track record of sales achievements in a high performance Business to Business environment is essential