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# Example of Sales Manager, China Job Description

Our growing company is looking for a sales manager, china. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for sales manager, china

* Understands and interprets material requirements and specification of new customers / new products / new business opportunities, proposes new material solutions based on client’s needs
* All other additional sources as assigned by DS&M-C
* Drive resolution of any project issues
* As a key member of the executive team, this person will have complete responsibility for setting objectives, strategies, tactics & plans to enable the company to meet its ambitious growth target
* Develop annual sales plans & budgets
* Build, develop & motivate the sales forces
* Providing sales team with clear direction, expectation & feedback
* Implement structure & process to achieve rapid & successful expansion
* Maintenance and develop shop line business in South China
* Strengthen the relationship with T1/T2 dealers to develop our channel network

## Qualifications for sales manager, china

* Sales and customer service experience, preferably in the automotive industry
* Engineering or other Technical education preferred
* Four to five years of vehicular electronics experience and/or training preferred
* Ability to respond to common inquiries or concerns from customers
* Knowledge of Chinese business culture is required
* Ability to work overtime is necessary