

Sales Manager - East China (Shanghai Area)

Gauzy is hiring! We're looking for a highly motivated, goal oriented candidate to take our sales efforts in China to the next level. As a sales manager, you will lead all sales activities in the defined territory to achieve sales related targets and revenues. This position will require travel.

Responsibilities:

- Maintain and grow existing accounts
- Generate new strategic business and clients
- Develop and plan sales strategy for defined territory and specific accounts under your management
- Position Gauzy capabilities in anticipation of customer's business strategy
- Negotiate contract terms and present proposals
- Attend and participate in professional exhibitions on behalf of Gauzy, while setting up strategic meetings prior to events. Requires follow up with leads to generate sales.
- Generate reports and presentations for management and maintain a direct flow of communication with China's Sales manager

Desired skills and Experience:

- Experience managing a sales portfolio of \$M
- Minimum of 3 years sales experience
- Bachelor's degree in a related field. MBA – an advantage
- Familiar with the Sales Force system
- Experience working with architects, builders, and interior designers paired with a basic understanding of the building industry in general – a BIG plus
- An exceptional negotiator and communicator
- Excellent verbal, written, and presentation skills
- A "sales" oriented mindset person, with strong attention to details
- Organized and able to manage projects and sales cycle from lead to close
- Motivated, self-starter, who takes initiative
- Proficient in Microsoft Suite products
- English Level – Very Good

Come and join us! Apply at jobs@gauzy.com