



< 招聘快訊 HOT JOBS >

CHALLENGING MARKETING JOBS FOR HKIM MEMBERS!!!



We are a member of a reputable listed group of companies with diversified portfolio of investment in Asia and overseas. Leveraging on the manufacturing and distribution expertise, we now have access to an extensive network spanning over 10 countries in the world including a strong foothold in PRC. To cope with the strategic growth in business, we now offer excellent career opportunity to high calibre and dynamic candidates joining us as:

Senior Sales Executives (Ref: SSE-HKIM)

Role and Responsibilities

The successful incumbent will play a key role in the function of Sales and Marketing in serving the top overseas brand owners of audio products in the premium, luxurious, innovative and sophisticated market. He or she has to monitor sales performance and meet target by identifying sales trend and potential threat. In order to achieve this goal, the successful incumbent will be given the challenging opportunity to conduct market research on product and pricing strategy. This will ensure that the company's products will align with market technology and meet customer requirements. Further, he or she has also to negotiate with customers on business terms to maintain sales growth.

Playing the leading role in key account management, the successful incumbent has to serve OEM/ODM customers on new product development, project development and quality improvement. By understanding and satisfying the needs of customers, he or she has to maintain long-term and trusting relationship.

The successful incumbent will also be given the opportunity to monitor the whole supply chain with the aim of maximizing customer satisfaction and reducing cost impact through the deliver of best materials, quality, technology, on-time logistics and other added-value service.

Requirements

To qualify, you need to possess a Degree in Electronic Engineering / Business Administration / Marketing or equivalent. At least 3 to 5 years' relevant experience in the sales and marketing of consumer electronics industry is required. However, those candidates with good sales and marketing experience in trading of semi-conductor or Brand Owner of other products will still be considered.

The ideal candidates should be sales-oriented and aggressive. He or she should possess leadership ability and take the initiative to offer added value service to customers and the Marketing & Sales Team. Good communication and language ability in English, Chinese and Mandarin is also a pre-requisite so that you can communicate with customers and parties of the supply chain effectively. Occasional business travel to PRC is required.

Candidates with less experience will be considered for Sales Executive.

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Benefits

We work 5 days a week. We also offer promising career development opportunity and competitive remuneration package including double pay, medical benefit and non-contributory provident fund to the successful incumbent.

Application Procedure

Interested parties please send your detailed resume with academic qualifications, full description of your working experience including type of industry, products or services that your company provides, and market that your company serves. Please also indicate the date of availability, salary expectation and quote the employer reference to our email address at hr_dept@gpe-hkg.com

You are welcome to visit our website at www.gp-industries.com and www.kef.com for more information about us.

Personal data collected will be used for recruitment purpose only.

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