

THE POSITION

Title: **Sales Team Leader**, Supply Chain
Report to: Site Director (HK)
Location: Hong Kong

Our client is a Fortune 500 company (headquarters in the U.S., listed on the NYSE), the job holder will be responsible for daily operations of the sales team at the client's HK hub. S/he will design and implement a strategic sales plan that expands the company's customer base and ensure it's strong presence, while adhering to company compliance process. S/he will also manage, recruit, set objectives, coach and monitor performance of sales team.

Major Responsibilities

- Manage the team of warehouse operations.
- Planning & training of new sales representative.
- Directing/coordinating all sales activities locally.
- Preparing sales budgets, projections and spend.
- Tracking/analyzing sales metrics based on key quantitative metrics.
- Identifying sales opportunities.
- Setting sales targets and goals.
- Meeting sales goals/targets.
- Participate in setting pricing strategy.
- Working with buyers/distributors on policies and SOPs.
- Develop & maintain relationships with key clients.
- Oversee & direct performance of sales team.
- Handling/resolving customer queries/inputs.

Financial Responsibility

- Overall responsibility of inventory, and warehouse performance. Failure will result in serious financial liability to the organization.

Position Qualifications

- Bachelor's degree in business or related discipline, or at least 10 years previous experience in sales lead role.
- 5 - 10 years progressive experience in sales disciplines.
- Ability to set sales targets and achieve them effectively.

- Excellent interpersonal, customer service and communication skills.
- Experience using CRM to manage the sales process and forecast sales.

Other Requirements

- Strong analytical skills to identify trends and sales patterns.
- Ability to design and implement a successful sales strategy.
- Ability to guide and mentor sales team.
- Planning, organization and problem-solving skills.
- Language proficiency in English, Cantonese and Mandarin.

- End of this Position Description -

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For more information, please contact us at team@sogplus.com