



JOB CODE: GSH-C-200217-021

Managing Director of Trading Company in Shanghai

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The company is a 100 % subsidiary of a German group. The office is in Shanghai and focuses on providing sales and service of technologically involved components or systems/sub-systems in China, and was established more than a decade ago. Over the last years, the business developed favourably, and a solid customer basis has been acquired. Now the time has come to reinforce sales activities in one of the most important markets of the Group. The Chinese subsidiary has been tasked with expansion and market share development and customer care. The position of the Managing Director has a key role in these efforts.

THE POSITION

The Managing Director's main responsibility is the overall management of the subsidiary including but not limited to increasing its activities and strategic development in all of the company's business segments, meeting the company's financial targets by achieving sales, marketing and profitability objectives for the Chinese subsidiary as agreed at Group level, and to be responsible for the day-to-day operation of the business as well as for the customer care.

SKILLS REQUIRED

Performance – The Managing Director should be result focused, capable of increasing revenues and achieving a sales performance above budgetary projections. He should have a technical understanding as well as be able to develop business proposals and to initiate and successfully conclude business transactions.

Customer Focus – The Managing Director must imperatively be committed to a strong customer-oriented approach with a good track record in identifying changes in customers' needs and converting them into profitable business initiatives.

Team leadership –The Managing Director will show a willingness to lead from the front, and take risks or initiatives that encourage others to stretch themselves within the corporate framework. The Managing Director should be able to show recognition for concrete achievements, support and encouragement in the event of failures or mistakes.

Market Knowledge – The Managing Director must understand the market players and be able to capitalise on this knowledge to seize opportunities, which would persistently extend market shares with new and existing customers. The Managing Director must be able to understand the implications of market trends and to draw conclusions for appropriate actions.

Collaboration – The Managing Director will be able to build close partnering relationships with customers, partners (product centres) and colleagues across different regions and business segments (matrix organisation); and ensure that the mutual interests of all parties are met. The Managing Director will show an ability to recognise sources of conflict, such as cultural, functional or geographic issues and act to resolve them.

Language skills – The Managing Director speaks and writes fluently in English. speaking and writing in Mandarin will be an advantage but is not a must.

Education – The Managing Director has preferably a Master degree in business administration or similar with a good technical understanding or related fields.

This position requires approximately 5-10 years sales and marketing experience of this a minimum of 3-5 years of sales team management experience within a relevant technology/industry's B2B with a solid record of accomplishment of selling technologically involved components or systems/sub-systems as well as market and leadership experience in China and a longer term commitment to the company. Furthermore, the Managing Director should have professional experience in sales, strategy and business development. The Managing Director will report to the Head of Sales based in Germany.

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