

Job Profile

Title: Sales Manager

Location: Shanghai

Reporting to: Vice GM

Supervising: N. A.

Title: Sales Manager

Job Responsibilities

- Manage sales to support Vice GM on sales (training courses and coaching projects in the scope of South China(e.g. Shanghai, Guangzhou, Chongqing, Wuhan, Hefei etc.),
- Assist Vice GM to maintain the customer satisfaction in the South China, e.g. regular visit, customer relationship maintenance etc.,
- Develop new sales opportunities and strategies and support growing business and revenues in Shanghai office. New business opportunities include but not limit to new NEV customers, start-ups and mobility service providers and vendors etc.,
- Maintain and analyze product sales data of Shanghai office; maintain and update customer data of SH office timely,
- Watch closely on industrial changes in the automotive industry based on information from the market and customers; give suggestions to VGM for further actions,
- Support Vice GM on her travelling, conference attendance, meeting organization and other daily work.

Job Specifications

- Have bachelor's degree or above,
- Have knowledge of data analysis,

- Have at least 3 years' working experience in sales or business development function with proven successful records in the automotive-related industry and in the training/coaching/certification industry,
- Be open-minded and be initiative with strong motivation; have good analytical and conceptual abilities,
- Have good presentation skills and communication skills; have teamwork spirits,
- Be willing to travel and can work independently,
- Be proficient at both oral and written English skills.

About Us

VDA QMC

The Quality Management Center (QMC) has been founded in Germany in August, 1997. The role and responsibilities undertaken by the QMC are varied and the questions surrounding quality management in the automotive industry occupy us on daily basis.

QMC's main task is to define automotive standards with the focus on Quality Management topics, which include software, cybersecurity, project management and many other digital topics.

VDA QMC has 30 working groups, including more than 400 German automotive industry quality management experts from automotive OEMs and suppliers, working on related topics, working group guarantees regular updates of relevant VDA standards.

VDA QMC China

The VDA QMC China was founded in 2005 and operate since 2006 in China to provide training and coaching to the automotive experts in China, based on the VDA standards. They also translate VDA standards into Chinese and organize Conferences in mainland China and Taiwan for auto-motive industry, e.g.: PID, SYS China, Q-SUMMIT, Regional Conferences and on-line conferences.

The VDA QMC China also have project teams with these members and Chinese expert partners in China, who are supporting the working group work of VDA QMC Germany.

If you are interested in this position, please send your resume in both English and Chinese to:
hr@vdachina.com.cn

Our BJ office address is as follows:

VDA QMC

德国汽车工业协会
质量管理中心中国分公司
CHINA

北京市朝阳区东方东路 19 号 DRC 亮马桥外交办公大楼 1 座 5 层 0505P

Unit 0505P Tower 1, DRC Liangmaqiao Diplomatic Office Building, No.19 Dongfangdonglu,
Chaoyang District, Beijing

Our SH office address is as follows:

上海市长宁区金钟路 968 号天会商务广场 7 号楼 1109 室

Room 1109, Building 7, HQ Sky Bridge No. 968 Jianzhong Road Changning District, Shanghai