

FRITZ HANSEN A/S

SALES CONSULTANT, CHINA

Job title: Sales Consultant, China (SC-China)
Reporting line: Head of China
Date: 1 July 2021

Objectives:

The Sales Consultant, China (SC-China) ensures that we develop sales through Partners, Architect, Designers, Key Accounts and end-clients.

The SC-China must operate within Fritz Hansen distribution strategy. The overall objective for the SC-China is to develop and optimise the sales on Retail and Contract business. The SC-China follow up on projects continuously, deliver superb support throughout the whole process and establish strong relationships to ensure that the Fritz Hansen collection is always on top of mind.

The SC-China prepares detailed sales budgets for his/her area, according to overall guidelines and objectives set by the Head of China. The SC-China is responsible for the implementation and follow-up of the plan and budgets when approved by the Head of China.

Responsibilities:

- Support Fritz Hansen Partners
- Main contact point for Architects and Designers
- Support FH Shanghai Showroom
- Key-Account management
- Project proposals and quotations
- Introduction of collections and update on news to Partners, A&D, Key-Accounts
- Update, maintenance and assure quality of data on CRM
- Manage and attend events and marketing activities

Qualifications:

- 5 years of experience in Sales (preferred in the Design Industry)
- Speak and write English fluently.
- Appreciation for Danish Design and luxury goods
- A primary user of MS Office
- Able to work independently but with the ability to be a strong team player
- A positive attitude with a curious and helpful mindset
- Service-minded and customer-oriented
- Structured and detailed, persistent, and organized
- Able to build relationships with various stakeholders
- Flexible in terms of assignments and workloads when required
- Capable of managing multiple ongoing tasks simultaneously
- Specialized with the ability to see the larger picture