



External Retail Sales Manager Sales Taiwan

Georg Jensen, Taiwan is looking for an experienced Sales Manager with high drive to join us on our journey to increase sales in our growth markets. You will report to the Managing Director, Taiwan.

Georg Jensen has a leading market position in the high-end Jewellery market and premium Home Product market with distribution to the best retailers in the market. We strive to protect our strong brand position to ensure our customers continue to be inspired by Georg Jensen products.

The role

As External Retail Sales Manager, you will take part in and be responsible for Georg Jensen brand marketing and the overall Taiwan market management strategy, in order to achieve annual business goals, responsible for Taiwan life quality distribution channels, B2B, gifts and other business implementation, expand the relevant channel market, increase channel performance and customers.

The criteria for success in this position will be e.g. to successfully maintain relationship management, achieve annual performance goals, and strengthen brand market competitiveness.

What we offer

We offer a challenging position in a global company with a strong brand and a culture built on a deep and rich heritage of Scandinavian design and craftsmanship. Our work environment is positive and dynamic with highly qualified colleagues in an international atmosphere. You will have great opportunity to influence the development and the nature of the position as well as create value for colleagues and business partners worldwide.

Your tasks and responsibilities:

- Be an ambassador for the brand's development and operation of the Taiwan Lifestyle Market
- Development of a live boutique distribution business and B2B gift sales
- Develop new customers and maintain previous customer relations, including business development, proposal quotation, customer relationship maintenance, order processing, account processing, customer education, and training
- Responsible for the development of related distribution channels such as home boutiques
- B2B business promotion, execution and cost control
- Annual distribution channel planning and strategy analysis, (such as annual budget, sales forecast, cost analysis, etc.), manage and master the channel performance, and implement relevant promotional activities
- Collect market and competition activity information and market dynamics

Your Profile:

The ideal candidate has a bachelor's degree or higher, in Department of Business, or related field. It is also preferable if you have experience with essential distribution customer development; customer development with daily necessities distribution or gift giving, and excellent cross-departmental communication skills.

The ideal candidate has the following competences:

- Ambitious & self-driven
- Hands-on type of person, who strives for constant improvement
- Passionate about adding value to the business
- Ability to think innovatively and solution-oriented
- Strong numerical skills and an analytical mind-set
- Strong team player with a service minded attitude as well as being able to work independently in own area of responsibilities
- Dynamic, energetic and proactive, and structured
- Networker, with strong stakeholder management skills
- Ability to work well under pressure and deliver results on time in collaboration with the team
- Fluent in English and Mandarin Chinese, with strong communication skills
- Highly skilled MS Office user, especially Excel. Familiar with Adobe Photoshop, In-design and Axapta is a plus

Application:

In order to apply for the job, send your CV/application to hr@georgjensen.com.tw. The application must be submitted no later than November 24, 2019. We will be performing interviews ongoing in the process and look to fill the position as soon as possible.

Contact:

For further information regarding the position, please contact MD Erica Chang, at email erica.chang@georgjensen.com or hr@georgjensen.com.tw. We also recommend that you visit our website at www.georgjensen.com.

Place of work:

Georg Jensen, Taipei, Taiwan.

Georg Jensen is a Danish design house renowned for its timeless Scandinavian aesthetics, superior craftsmanship and visionary collaborations with leading artists and designers. Founded in Copenhagen in 1904 by master silversmith Georg Jensen, the company creates products ranging from jewellery, watches and homeware to silver hollowware and Christmas Collectables. We pride ourselves on our more than 1.300 highly skilled, service minded and passionate employees, stationed both at our Headquarter in Copenhagen, Denmark and throughout our global presence with 10 international subsidiaries, representing close to 100 stores and 2.000 wholesale accounts globally.

As a global business, we rely on diversity of culture and thought to deliver on our goals. To ensure diversity we seek talented, qualified employees in our operations around the world regardless of race, colour, sex/gender, including pregnancy, gender identity and expression, national origin, religion, sexual orientation, disability, age, marital status, citizen status, veteran status, or any other protected classification under country or local law.