



Senior Manager Distribution Sales

Job description

In your new role you will:

- Drive Demand Creation in the Channel, to achieve company objectives of POS /BW/POP;
- Be the voice of Mass market back into Regional distribution marketing organization.;
- Drive to grow IPC business at Core Accounts IPC as well as cross selling of all Division products;
- To develop focused application strategy and make best use of channel partner's investment for IPC's sustainable leading position;
- To support PDH program and build up ecosystem of demand creation partner for DEM and IPC;
- Interface for IPC and other stakeholders for distribution partner related topics;
- Monitor key index and act to ensure channel partner business healthiness.
- Develop talents and team competence with well-planned career path.
- Representative of DEM IPC team to support cross divisional program from DEM Head.

Profile

You are best equipped for this task if you have:

- 10+ years working experience with bachelor degree or above;
- Sufficient managerial and selling experiences in electronics, electrical and industrial products with a decent track record of business growth and accounts development;
- Excellence in leadership influencing as well as communication skills for both internal and external organizations;
- Strong capability to create network across Greater China and global organizations, confident and comfortable in adapting cross-regional/cultural working environment;
- Logical thinking, system understanding, and awareness of process, team player;
- Good command of English in oral and written

Benefits

At a glance

Location: **Shanghai, (China)**
Job ID: **360114**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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- **Shanghai, :** Coaching, mentoring networking possibilities; Wide range of training offers & planning of career development; International assignments; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Flexible working conditions; Medical coverage; On-site social counselling and works doctor, in Wuxi only.; Provision of health tips, health knowledge sharing, annual medical check; Employees in Shanghai are entitled to use a gym located close to the office for free; On-site canteen, in Wuxi only.; Private insurance offers in some sites.; Wage payment in case of sick leave; Corporate pension benefits in some sites.

Why Us

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