


Détail de l'offre : SALES DIRECTOR

Partenaire	 EURIS
Adresse	Euris China - WE International hub, Room A520, No.208 Wending Road - Shanghai
Ville	Shanghai
Référence	22D1652198802
Titre	SALES DIRECTOR
Description du poste	<p>As Sales Director of EURIS CHINA you will be in charge of the business development in APAC, by the acquisition of new accounts (DS and CS) and maintaining the relationship with our current Client and Key Accounts. You will manage the sales team, and supervise the operation team to reach the company's objective.</p> <p>The main missions are:</p> <ul style="list-style-type: none"> o Define the sales strategy and execute it to achieve annual sales and profitability targets. o Manage the sales team. Grow and coach the sales team, ensure good practices and follow sales KPIs. o Bring new leads and customers. Manage the overall sales cycle from lead generation to signature. o Develop key accounts. Interact and coordinate with C-level executives. o Represent the company during events, contribute to French Healthcare ecosystem. o Work closely with marketing department to build brand awareness, lead generation, events. o Report regularly to headquarter (commercial operations director and CEO) <p>Additional missions can be:</p> <ul style="list-style-type: none"> o Develop a network of distributors and partners. o Take part in product roadmap definition. o Supervise project team to boost customer satisfaction and develop key accounts. o Lead marketing actions (on/offline)
Type de contrat	Emploi
Métier	Commercial / Ventes
Description de la société	<p>EURIS is an IT group specialized in healthcare & life sciences. We support life sciences companies to realize their e-Health projects, through our Digital Solutions (DS) and Health Cloud Solutions (CS).</p> <p>EURIS DS provides a one stop or modular SaaS platform for pharmaceutical industry, to facilitate HCP (healthcare professional) engagement, reach commercial & marketing effectiveness and more recently reach the patient. (SmartReps® CRM, SmartContent® CLM, SmartTeam® BI, SmartPatient® PSP).</p> <p>EURIS CS provides certified Cloud platforms dedicated to health data hosting. Our infrastructures are global (FR, EU, US, JN...), including a hub in China Mainland to ensure compliance (CSL, PIPL, DSL). CS solutions come with a market place of Cloud services specialized in e-health (consent, anonymization, warehouse, consulting, hybrid, IoT...)</p> <p>EURIS CHINA was founded in 2012, our operation team is based in Shanghai to cover the APAC market and ensure a smooth operation of our solutions in China and Asia Pacific. EURIS China is continuously looking for dynamic, innovative and talented people to be part of our team and participate in the group expansion.</p>
Localisation	Shanghai
Pays	Chine
Profil recherché	<p>Master in business or engineering, 5 years of professional experience or at least 3 years of experience in the right industry (IT or healthcare). Experience in CRM or Cloud technologies is a plus, as well as healthcare or IT industry. History of consistent achievement of sales target.</p> <p>You are autonomous and dynamic with great synthesis and reporting skills. You tend to take the lead and are business oriented. You have strong management capabilities and often lead by example.</p> <p>Fluent in French and English is a must. Fluent in Chinese is a big plus.</p> <p>Chinese national or Foreigner already based in China. Established plan to stay at least 3 years in China.</p> <p>Starting date: ASAP</p>

Competitive salary according to profile – Insurance – Other compensations

Secteur Services Divers aux entreprises

Langues Français