

## Détail de l'offre : Sales & Service Director TW&HK

Partenaire	
	Landmark Tower II   Unit 0830   8, North Dongsanhuan Road Chaoyang District   Beijing 100004   P.R. China
	Beijing 20D1608278793
Titre	Sales & Service Director TW&HK
Description du poste	DDDD/Purpose of the position
	The Regional Sales & Service Director holds the responsibilities for areas of Sales, Service and Customer Support for both Medical and Safety business in Hong Kong & Taiwan, interfaces with Marketing for planning and follow up plan; Generates orders for the assigned geographical area through the management of customers and resources by offering the complete portfolio, solutions and services of Dräger, to ensure the continuous business growth.
	DDDD/Main tasks
	Act as a representative of Draeger TW/HK and responsible for P&L budget responsibility, Identify relevant trends in the market, generate the marketing strategy and implement plan
	Implement the strategy for HK&TW and ensure continuous business revenue growth across the teams in close collaboration among Sales, Service and Customer Support
	team, and other teams. Ensure provide properly support to team to perform sales target and highly motivated
	Establish a high performing organization and high passionate environment
	Establish a close relationship with VIP hospitals/ customers and key business Make sure team with good talent development and enable team for better achievement.
	Implements and ensures compliance with global and local standards, rules, tools, policies and processes
	DDDD/Reporting relationships
	Directly reports to :
	Managing Director, Greater China
	Roles that report into this position :
	Regional Manager/Safety TW,
	Regional Manager/Medical TW, Regional Manager/Medical HK,
	Sales Supervisor/Safety HK
Type de contrat Société	
	Dräger018890000000000000000000000000000000000
	University Degree or Equivalent Business Experience
	Possesses 15 years' experience in commercial role in related industry with at least 5 years
	above people management. Extensive management experience with P&L accountability.
	Proven strategic thinking and project planning skills
	Strong leadership and management skills
	Project management skills Excellent influencing, interpersonal and networking skills to drive collaborative culture

Entrepreneur skills with record of exceeding objectives Business English fluent

 https://www.de-jobmarket.com/job/sales-service-director-twhk/

 Expérience
 Confirmé (+ de 10 ans)

 Langues
 Chinois (mandarin)