

Title: Sales Manager
Supervisor: Managing Director
Work Location: Shanghai

COMPANY PRESENTATION

INS Consulting is a one-stop solution for foreign companies seeking to expand their business in Asia-Pacific. We help our clients bypass the difficulties and complexities when entering emerging markets, simplifying international expansion and human resource management by creating an efficient environment in which our clients are able to grow their teams and expand their businesses.

MAIN RESPONSIBILITIES

Maintain relationships with existing clients:

- ✓ Management of key accounts
- ✓ Prospection and development of new businesses with existing clients
- ✓ Responsible of existing clients KPIs
- ✓ Follow up with consultants - Communicate with HR Team about on-going onboarding and visas

Business development:

- ✓ Prospection and development of new businesses with new clients
- ✓ Establish and ensure the implementation of new business strategies
- ✓ Networking: Represent INS Global Consulting during events (trade shows, conferences, exhibitions)

PROFILE REQUIREMENTS

- **Education:** Bachelor degree or above, related to Business or Management
- At least one significant experience in Business Development or Sales
- Background in Selling WFOE services
- Familiar with Wholly Foreign Owned Enterprise (WFOE)
- Experience in Consulting Company is a plus
- **Languages:** Fluent in English plus one other language is a plus
- Good interpersonal and communications skills
- Organized, autonomous and flexible

If you are interested, please send your CV in English to : jayous.mata@ins-globalconsulting.com