



International Sales Manager (ISM)

An international sales manager (ISM) will be responsible of maximizing sales revenue in existing markets, expanding sales into new territories, and researching trends to develop accurate sales projections. As an ISM, you must develop a business plan for customer acquisition in multiple markets that meet the company's global sales quotas and profitability goals.

Job Responsibilities

- Achieve growth and hit sales target
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence. Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- To assist to increase market penetration rate
- Present sales, revenue and expenses report and realistic forecasts to the management team
- Monthly business review with customers to evaluate company product's performance in the market
- To assist in assess industry and competitive trends and implications on the business continuously through market intelligence and research
- Handle other ad-hoc duties/projects as required

Job Requirements

- University graduate with 3 years working experience related to sales and marketing in Trading or Manufacturing industry, in which with solid experience in Product Development and Project Management are essential
- Experience in eyewear or optical industry is an advantage
- Well-organized, self-initiative, independent, able to work overtime and under pressure & tight deadlines
- Good business acumen and data analysis
- Excellent communication and presentation skill
- Frequent travel to China and overseas travel is required
- Fluency in English (Result in HKCEE/ HKAL / HKDSE should be general in C grade, score 4 or equivalent), Cantonese and Mandarin are essential