

China Business Manager

Reporting to the SEA Manager in Singapore, the role of China Business Manager is to lead and direct the Shanghai retail business for A leading Western designer furniture company, to deliver on agreed staff, customer, operational and financial goals. The role is responsible for the in-store customer experience, effective leadership and development of the Shanghai Store team to achieve sales, marketing and brand objectives.

This position requires an extensive background in the retail sector and experience in business development, together with a detailed understanding of the China local and global business environment. This role works collaboratively with teams based at Singapore office and Head Office in Sydney.

Are you?

Seeking an opportunity to learn, grow and achieve?

Looking for a challenge and variety?

Enthusiastic and self-motivated?

Experienced in the retail, property, interior design or furniture industry?

Position Details

Position Title:	China Business Manager
Classification:	Locally Engaged Staff (LES)
Salary Range:	To be negotiated – (500,000~800,000RMB per annum)
Group/Division/Branch:	Retail China, A leading Western designer furniture company
Work Location:	Showroom in Xuhui District, Shanghai, China
Employment Type:	Full Time
Tenure:	Initial Term – 2 years (extension upon performance)

About the Employer

The employer is a well-known and multi-award-winning household furniture brand. It is a professional furniture enterprise integrating design, manufacture and retail with a presence in Canada, Australia, New Zealand, Malaysia, Singapore and China.

The business has been manufacturing in China for a number of years now with its own factory operating in Shanghai that employs 500 staff members. Separately, it has established its first retail presence in Shanghai, China in early 2019. It is planning to improve its market performance and bring its retail business in China to a much larger scale.

Key Accountabilities

1. Direct retail sales activities across Shanghai region for the achievement of short and long-term business objectives focusing on sales targets, customer service standards and in-store experience on the basis of hands-on daily operations.
2. Develop and execute the Shanghai Retail Sales Strategy under the guidance of SEA Manager and head office to achieve short and long-term sales and business objectives, identify sales, marketing and promotional opportunities and correct any areas of underperformance.

3. Promote and build the brand in the marketplace and deliver retail excellence, ensure showrooms create foot traffic, enhance the brand experience and deliver on style and sophistication.
4. Proactively build relationships within the target market including designers and architects; expat market; building companies; property developers; media; and other relevant companies to showcase and/or sell products.
5. Provide ongoing research of competitor showrooms including their pricing strategies, delivery charges, marketing and advertising and reporting this information on a monthly basis.
6. Establish and coordinate the Shanghai marketing plan and ensure the successful execution of the local marketing, promotional and programming calendar.
7. Manage and motivate direct reports, reviews and assesses performance, builds employee capacity, support their professional development and enable employees to optimise their contribution to the department.

Key Selection Criteria

1. Comprehensive knowledge of the retail (in particular as it relates to household furniture) business environment in Shanghai and China as a whole.
2. Demonstrated experience and ability in business development, partnership establishment and management, branding and marketing, with a proven track record of sales achievements.
3. Strategic thinker with hands-on experience and commercial insights. Great execution and implementation skills.
4. Strong leadership and excellent team management in an organized manner.
5. Well-developed communications skills including the ability to make presentations at senior levels and successfully conduct commercial negotiations.
6. A great understanding of international business practice accompanied with experience in working with western organisations and seasoned in cross-culture management.
7. Fluent written and verbal skills in Mandarin and English are essential.
8. Passionate and self-driven personality with a hard-working attitude.

Desired Experience/Qualifications

While not essential, a relevant post-graduate qualification, preferably an MBA, from a leading institute, would be well regarded.

Position Specific Requirements

This position has the following specific requirements:

- to work reasonable additional hours, including evenings, weekends and occasional overnight travel, to ensure that the duties and responsibilities of the position are adequately performed.
- a requirement to travel within China and on occasion, internationally.

Other Relevant Information

- Applicants will be subject to a probationary period.
- All new appointments to the department will be subject to a Police Records Check and reference checks.

How to Apply

Please send your CV to hr@nihaoqlobal.com with the email title of “**Job Application – China Business Manager**”.

We thank all applicants for their interest, however, only those candidates selected for interviews will be contacted. The application will be **closed by 22 January 2021**.