

National Sales Manager - China

Ref. NSM_ZH_2405

Location: Shanghai, China

CARLO GAVAZZI



Overview

Carlo Gavazzi is a recognized global leader specializing in the design, manufacturing, and marketing of products and networked solutions for the Industrial Automation and Building Automation industries. It includes multiple technologies for connected Sensors, Relays and Electrical Metering.

Reporting to our Managing Director, APA, this role is responsible for **providing strategic direction and leadership to the organization, setting goals, and overseeing day-to-day operations**, including but not limited to finance, human resources, marketing, sales, and logistics.

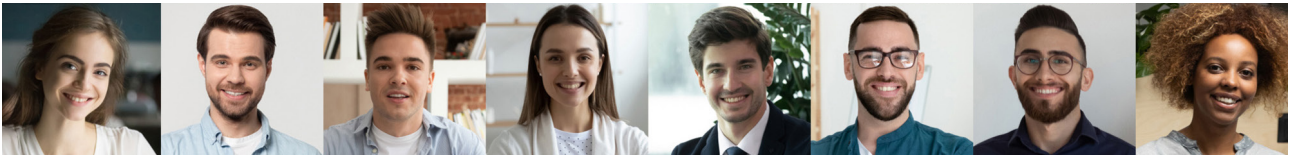
The key activities and responsibilities of the role:

Strategy

- Lead and support the organisation, with full Profit and Loss (P&L) responsibility.
- Collaborate with the Sales Director to execute strategic sales initiatives, ensuring alignment with organizational goals.
- Drive initiatives to enhance company structure, processes and policies.
- Spearhead the development and implementation of efficient Customer Relationship Management (CRM) systems.
- Lead efforts to optimize supply chain processes and enhance demand planning capabilities.
- Manage budget and costs responsibly, with a focus on maximizing value, efficiency and resource allocation decisions.
- Identifies the potential and opportunities in the country, its market segments, product groups and sales channels.
- Create new and additional OEM projects, win substantial new customers and leverage the diffused business initiatives.
- Strategic team development and people management practices, prioritizing diversity and inclusion in hiring, training, and advancement opportunities.
- Continuously refine and deploy management tools and Key Performance Indicators (KPIs) to foster a culture of accountability and transparency.
- Continuous motivation, follow-up and competence development of employees through coaching, involvement, training etc.

Collaboration

- Collaborate closely with factory and international partners at all levels to drive innovation and develop new products, leveraging diverse perspectives and global expertise.
- Co-operates closely with Group&Regional HQ in conveying relevant data related to market segments served, new applications and developments aimed to improve market penetration and competitiveness of the Company's products in the country.
- Co-operates closely with Product Lines business units to ensure fast and efficient introduction of new competitive products, special requirements and applications.
- Actively participate in management group meetings and other networks across the Group/Regional organization.
- Participation in trade shows and other relevant promotional activities.



Requirements

Sounds great! Am I the **National Sales Manager** you are looking for? Let's see:

- At least 5 years experience in the industrial automation & electronical environment.
- Relevant technical education, preferably within automation followed by relevant commercial experience. Alternatively, a commercial degree combined with relevant technical experience.
- Commercial mindset.
- Strong leadership skills and ability to manage an organisation with full P&L responsibility.
- A dynamic person with entrepreneurial skills and energy with ability and ambition to develop successfully with the company.
- A stable character with high integrity.
- Collaborative and able to work effectively across global and functional boundaries.
- Proactive, Flexible, adaptable and open to change.
- Challenges the status quo for positive improvement.
- Visionary and ambitious leader with strong people management skills.
- Result and goal-oriented attitude.
- Analytical and well-structured.
- Must be able to travel up to 30% (overnight stays) or as required to support a multi-state territory.
- English & Chinese proficiently.

Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on the design and development of truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.
- Experience our global diversity and enterprising spirit while helping us create innovative technologies and a positive impact that helps our customer to grow.
- You will get an attractive salary package with a lot of extra benefits.

Carlo Gavazzi is an award-winning company! It has the perfect blend of the small family-owned company culture, with the resources and support of a large global corporation. We focus on the pursuit of excellence with our great people and dedication to our customers.

Interested in finding out more?

Please send your CV to GlobalTalent@carlogavazzi.ch indicating the role as reference you are interested in.

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

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