



Camera di Commercio Italiana in Cina

中国意大利商会

China-Italy Chamber of Commerce

China-Italy Chamber of Commerce
Beijing Career Day, May 12th, 2018

Job Description

Position: Lighting Sales

Job Description (100 words):

Acknowledges the sales strategies from its supervisor, discusses long-term objectives and the budget. Develops relationships with all the stakeholders that could directly or indirectly result in commercial opportunities and promotes distinctive elements of the Targetti Group.

Monitors the territory in order to map possible project opportunities and identifies commercial strategies and significant counterparts

Offers Targetti's products in bundle, involving the internal Lighting Consultants in finalizing project specifications

Discusses with Product Marketing and Operations functions about existing or likely criticalities regarding prices, deliveries and special/custom products

Manages the contractual conditions relative to the projects

Guarantees follow-up activities both towards the client and its representatives but also inside the organization

Interacts with other branches, commercial offices of the Group and international sales structure to understand and support project opportunities that may arise in other countries

Job location: BEIJING

Type of job (full-time, part-time, internship): Full-time, internship

Required experience: more than one year working experience in lighting field

Starting date: Ju2018

Salary (if indicated): Negotiable

Candidate's Requirements (100 words)

1. More than one year working experience in lighting field (exclusions

internship) 2. With the sales and marketing education background

3. Excellent verbal and written communication skills - able to interact effectively with domestic and international teammates.

4. Committed to building effective and lighting professional relationship

with customers. 5. Good learning ability, ability to independently study

and solve problems independently 6. Fluent in written, listening & spoken

English.



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Company Information

Company Name:

TARGETTI LIGHTING (BEIJING) CO., LTD

Company Description (100 words):

Born in Florence, Italy, in 1928, TARGETTI is one of the main players in the lighting market in Europe. the Company's story has been filled with successful innovations and acknowledgements in every field, record launches of products that marked a radical turning point for lighting systems, trail-blazing industrial strategies that anticipated the modern concepts of business culture, social responsibility and sustainable development. TARGETTI's collections offer architects, lighting designers and corporate clients an extraordinarily wide range of products and services targeted on many different applications of indoor and outdoor lighting design. All its fixtures share the same values: performance, attention to detail, originality and sustainability.

In the 90 countries where TARGETTI operates, the Company is not just a supplier of fixtures but a partner capable of ensuring a decisive added value to every architectural concepts and marketing policies.