**Department: Sales (North Asia)**

部门：北亚区销售团队

**Position:** **Business Development Trainee**

职位：商务管培生

**Location：Shanghai & Shenzhen**

工作地点：上海和深圳

**Job Responsibilities: 岗位职责：**

In this position, you will be responsible for market research, customer development and maintenance, as well as the implementation and follow-up of sales plans. You need to constantly optimize your workflow, increase productivity, and ensure that tasks are completed on time. At the same time, to ensure the accuracy of sales reports and data, to meet the quality standards set by the company.

**该职位旨在培养专业的能提供供应链方案的销售。**

**培训期间，该职位需完成相应的系统培训并进行轮值培训。同时，将负责市场调研、客户开发与维护，以及销售计划的执行与跟进。你需要不断优化工作流程，提升工作效率，确保任务按时完成。同时，要保证销售报告与数据的准确性，达到公司设定的质量标准。**

**培训期结束以后，该职位讲独立完成销售工作，根据公司的要求在相应的市场和行业开发新的客户，完成公司分配的收入和利润指标。**

**Job Requirements: 岗位要求：**

* Postgraduates from World Top 200 universities or China Top 50. Overseas education background is preferred.
* Relevant professional background (logistics management, shipping, transportation, international economics and trade, English, etc.) or internship experience is preferred.
* English Major 8 / non-English major 6 is preferred, fluent in English listening, speaking, reading and writing.
* Proficient in Microsoft Office software (especially Excel and PPT).
* Interested in sales positions, dare to challenge and break through themselves.
* Outgoing, responsive, strong communication and interpersonal skills, able to quickly integrate into the team.
* Strong ability to adapt to the environment and withstand pressure.
* **2025应届研究生，有海外留学背景优先考虑。**
* 相关**专业背景**（物流管理、航运、运输、国际经济与贸易、英语等）或有实习经验者优先。
* **英语专业八级/非英语专业六级优先，英语听说读写流利。**
* 熟练使用微软办公软件（尤其是**Excel和PPT**）。
* **对销售岗位感兴趣，敢于挑战和突破自己。**
* 性格开朗，反应敏捷，沟通和人际交往能力强，能迅速融入团队。
* 有较强的环境适应能力及抗压能力。

**Job Highlights: 岗位亮点：**

* Targeted training: Offers career opportunities and tailor-made one - to two-year training programs
* Professional mentors: Company executives and field experts lead the way
* Rapid promotion: Exclusive promotion route to become the future management
* **针对性培养：**提供系统培训和轮岗机会，快速熟悉和了解行业和产品
* **专业性导师：**公司高层及领域专家带领前行
* **迅速性晋升：**专属晋升路线，成为未来管理层

**Office address:**

办公地址：

**12th Floor, Building A, Daning Jiuguang Center Office Building, No. 2188 Gonghexin Road, Jing’ an District, Shanghai**

上海市静安区共和新路2188号大宁久光中心办公楼A座12楼

**Suite 802, 8th Floor, Yantian Science & Technology Building, 1002 Haijing**

**2nd Road, Shatoujiao, Yantian District, Shenzhen**

深圳市盐田区海山街道鹏湾社区海景二路盐田科技大厦8楼802

交通：距2/8号地铁线盐田港西站2分钟路程