



Belden is a leader in end-to-end cable, connectivity and networking solutions that enable organizations to effectively deliver essential products and services in the world's most demanding environments. It has approximately 6,600 employees, and provides value for industrial automation, enterprise, education, healthcare, entertainment and broadcast, sound and security, transportation, infrastructure, consumer electronics and other industries. Belden has manufacturing capabilities throughout Asia, North America and Europe and a market presence in nearly every region of the world. Belden was founded in 1902, and today is a leader with some of the strongest brands in the signal transmission industry. For more information, visit www.beldenapac.com.

Account Manager – Industrial Cable _ Shanghai/Beijing/Guangzhou

To provide complete sales and marketing services to all customers and prospective customers to achieve and exceed sales target, enhance Belden's market awareness, expanding its customer base, and increase market share.

- ✓ Execute daily sales calls activities by conveying and explaining company policies and procedures to all customers and prospects in a positive and constructive manner;
- ✓ Develop an annual territory sales plan keyed to customers and driven by the sales and marketing plans that are to be accomplished;
- ✓ Participate in trade and professional associations to keep up to date on new developments, be proactive and creative in exploring market opportunities;
- ✓ Track the competitors' information and marketing trend; actively communicate with the marketing team in updating market information, preparing and organizing marketing activities & events within the assigned territory;
- ✓ In conjunction with the Regional Sales Manager, provides assistance and guidance to all distributors to maintain sufficient inventory of product to provide proper balance and depth and turns of the inventory.
- ✓ Review sales forecast and project funnel and update to Regional Sales Manager;
- ✓ Prepare and provide required sales reports for the Regional Sales Manager

Requirements:

- ✓ BA degree with at least 5 years' experience in wire & cable related industry;
- ✓ Initiative, self motivated, independently, willing to take challenge and work under pressure.

Interested applicants please **email** your detailed resume, current and expected salary and contact numbers to: asiapacific.hr@belden.com

We regret that only short-listed candidates will be notified.