



International Top Talent

International Top Talent is looking for

Commercial Director – Creative Marketing Industry

Location: Shanghai

You will work for an international, creative marketing agency. The agency develops meaningful campaigns for different customers including effective social media campaigns. In this position you will be leading the complete China office in Shanghai. Besides managing the China office, you are responsible for new business opportunities in order to increase business growth. You should closely watch market developments and guard the continuity of the office.

Your responsibilities

As a Commercial Director you have two key responsibilities:

Management of the China office:

- Responsible for managing and building the team as well as attracting new talent
- Yearly defining the sales and people's objectives, assuring evaluation-, objective- and performance review meeting with all the team members
- Continuously striving for further growth in the Gross Agency Income and Net Profit
- Delivering an excellent satisfaction rating for both the team and clients
- Part of the global management team and chair the bi-weekly management meetings

Business Development, Operations and Sales:

- Meeting quarterly and yearly sales objectives
- Development of new business opportunities, acquiring new clients
- Writing project debriefings and assessing realistic campaign objectives
- Development of campaign strategy and supporting role in concept pitches
- Setting up a local network of business partners (freelancers, agencies and suppliers)

Are you the one we are looking for?

- You have 8-10 years of experience within a digital or creative agency
- You have previous experiences in sales, business development and account management
- You show demonstrable knowledge of interactive brand communication in the Chinese market
- You have excellent communication skills and are comfortable managing a diverse Chinese team
- You are native Mandarin speaker with excellent English skills
- You are an excellent public speaker, highly energetic, positive and ambitious born leader

Benefits

You will receive a competitive salary and benefits with attractive career development opportunities.

Interested?

Contact us for more information on this position or send your English resume to Ms. Bella Chen at [shanghai @ internationaltop talent.com](mailto:shanghai@internationaltop talent.com).

About International Top Talent

International Top Talent (ITT) matches professionals from China to companies and research institutes globally. We focus in particular on engineers and professionals with a technical background. Through a personal approach, we help international candidates to prepare for assessments and interviews at the international companies. We also assist in the relocation process. International Top Talent is active in the Netherlands and in China. www.internationaltop talent.com