

Job opening

Electude (www.electude.com) is the world's leading automotive e-learning company. Built on a quarter century of experience in providing students with the most effective, engaging and enjoyable method of learning. Electude prides itself on focusing on equipping instructors with the techniques, tools and training to give students the best educational experience possible. With 500,000 users, including 50,000 teachers and 5,000 customers in over 70 countries spread over 6 continents and available in 35 languages, Electude is a fast-growing global business. Electude is a true educational innovator providing the most comprehensive and effective automotive e-learning solution available in the market today.

We are currently looking for a fulltime

Country Manager - China

Working from the Shanghai office, you will report directly to the Regional Director - AsiaPac. The Country Manager is responsible for the Electude China P&L, achievement of the sales targets and managing country offices as well as the network of direct and indirect resellers in the provinces.

Key result areas

- Growing the overall Chinese business and margin contribution
- Managing the China Office and taking that business to the next level
- Managing and growing the network of sales reps and resellers
- Lead from the front: combining direct sales with managing other sales reps
- Rolling out and driving the sales of new products
- Identifying new opportunities in existing markets to increase market share
- Developing and executing plans to go direct in strategic markets
- Implementing and managing the Electude processes and systems
- Ensuring compliance at all levels for Electude China WFOE

Your profile

- University education, with a Master as a plus
- Sales experience with SaaS solutions, educational or licensing products for an international company
- At least 7 years' experience in managing sales teams of departments
- Strong selling, presentation and product demonstration skills
- A real affinity for new and innovative technologies
- The ability to work systematically with sales processes and reporting
- Contract negotiation, implementation and management skills
- Fluent in English
- Self-starting, hands-on manager who can lead by example
- Able to travel as-needed through-out the country

What can you expect from Electude

- Best-in-class product knowledge and a leader in its field
- Competitive fixed and variable remuneration and expense compensation package
- Installed base of resellers
- A multinational organization with a flat management structure
- No-nonsense, candid and all-hands-on-deck culture

To apply

Please address your letter of application with your CV, by email, to boram.kim@electude.com, for the attention of Boram Kim, Regional Director, Electude AsiaPac