

Internship Description

Title: Sales Executive

Company: [Generate Ltd.](#) registered in Shanghai # 310120002884032

Location: Jing'an, Shanghai

Report to: Legal Representative

Starting date: Flexible

Availability: full-time for 3 - 6 months

Company introduction

Generate (formerly Zhaoliang Sales Generator) is a managed network of independent sales associates that serves international companies across sectors to generate sales and extend market reach. Through our proven Sales Explorer Program and Sales Generator Program, we provide companies sales-as-a-service (SaaS) with a low risk, cost effective and practical means to target the China market, generate new and incremental revenues.

Our clients are international small and medium enterprises (SMEs) and multinational corporations (MNCs) in the environmental, healthcare, information and communication technology, automation and other high-growth sectors.

Description

The role is both a conduit to help grow the business and a stepping stone to develop the company culture and sales, communication, presentation and negotiation skills to become a dedicated or independent sales associate.

Domestic travel will be very limited as the role requires a local focus to network in Shanghai at English language events and every now and again at Chinese language events.

We will provide exposure to various aspects of selling to Directors at MNCs or CEOs at SMEs. Learning objectives are achieved through learning-by-doing, learning from mistakes, constructive feedback and mentorship.

Main purposes and tasks

The main purpose of this role is to generate qualified project leads for our clients.

The second purpose is to promote Generate to new prospects to retain us as an independent sales force.

- Generate qualified leads and set up appointments via networking, emailing and calling
- Assist in the rest of the sales process – presentation, proposal, negotiation, deal closing, and project management
- Analyse foreign chamber directories to identify prospects to approach
- Identify other sources of data, analyse and share details of best fit prospects to our clients
- Manage the details in a secure cloud based CRM
- Work with the digital marketing team to receive leads and provide feedback
- Ad-hoc tasks assigned by the Legal Representative

Candidate profile

- Natural networker and people oriented individual
- Love to communicate and interact with others and is at ease selling and dealing with objections from demanding and successful people
- Independent and self-motivated as they are expected to manage their own time and make decisions with their own judgement
- Fluent English level in oral and written form; Mandarin Chinese proficiency would be a strong plus
- Expertise in graphics design and infographics is a plus

Benefits

- Mentorship from the Legal Representative and Advisors
- Monthly allowance for attending networking events and coffee or meals with clients
- Performance based cash bonus upon completion of the 6-month internship
- Flexible working hours and locations on the basis you work 8 hours per day

Please visit our website www.generate.net.cn and send your CV to SUN Liang at saas@generate.net.cn. Please let us know your expectations, what you can offer us, and your availability in your cover letter.