

Function Name: Sales Network Management

Location: Beijing

Main Tasks:

1. Coordinate regional leasing sales activities
 - Provide the relevant market information to company's leasing business regions
 - Ensure information exchange on customers and market between different company's leasing business regions
 - Develop nationwide sales programs
 - Organize nationwide customer events to strengthen the company's customer relationship
2. Develop authorized Volkswagen Group dealers to sales channels
 - Develop a catalogue of criteria for dealers to be VWNMS-I cooperation partners in leasing business
 - Define standards for the dealer cooperation partners (delivery, maintenance, conditions, replacement cars, services, remarketing, sales activities, personnel, ...)
 - Work out dealer development plan for VWNMS-I leasing business
 - Support regional leasing managers in dealer selection for cooperation
3. Coordinate the sales network strategy with automotive
 - Coordinate sales channel strategy for fleet business with VGC, VGIC, SVW, FAW-VW
 - Coordinate criteria, selection and development of VWNMS-I dealer cooperation partners with VGC, VGIC, SVW, FAW-VW
4. Assist on merger/acquisition and integration of Chinese leasing companies and the establishment of new branches/subsidiaries
 - Engage into legal, financial and tax related work
 - Assist on preparing and updating the project time frame and workflows
 - Track the deliverable and its quality of 3rd parties and manage the project process
 - Liaise with target companies
 - Liaise with all integration related internal departments and assist on managing the communication channels. Prepare and update contact lists

Education:

- Bachelor with finance and/or automotive background

Working Experience:

- English must be proficient.
- Project management and problem solving skills are required.
- Preferred with backgrounds of corporate services (banking/legal/consultant/audit) and/or automotive (car rental/leasing/fleet).