

## Job Information

Post Title	Senior Sales Executive (Japan Market)
Company Name	Esquel Enterprises Limited
Business Nature / Introduction	<p>Esquel Group is a global, vertically integrated one-stop service provider of textiles and apparel, employing more than 57,000 employees worldwide.</p> <p>Headquartered in Hong Kong, we have over 20 plants and merchandising offices in 8 countries including mainland China, Japan, Malaysia, Mauritius, Sri Lanka, Vietnam, UK and USA.</p> <p>At Esquel, we believe that every single employee has the potential to be an agent of positive change. We practice what we believe to be responsible and sustainable, and be a catalyst for change in our industry and the communities where we are active.</p>
Role / Responsibility	<p>This is a newly created headcount to cope with our expanding business in the Asia market. You will be responsible for the sales support in execution of sample development up to bulk production completion.</p> <ul style="list-style-type: none"> <li>• Ensure timely and smooth execution of sample development</li> <li>• Set up timeline, provide information for sales contract, collect and understand customer requirements and relate to respective parties accurately</li> <li>• Monitor production status, closely communicate with customer &amp; the team to ensure sampling and bulk production are well under control. Inform status change or issues to customer and account holder to ensure appropriate and timely action is taken</li> <li>• Support account holder as team member to build customer satisfaction and achieve sales targets</li> <li>• Alert superiors for any potential order processing problem foreseen and coordinate with different parties for resolution</li> </ul>
Requirements / Qualification	<p>Preferred Qualifications:  Taught postgraduate/undergraduate/sub-degree graduates in the following field of study:</p> <ul style="list-style-type: none"> <li>• Design</li> <li>• Intimate Apparel and Activewear</li> <li>• Knitwear Design and Technology</li> <li>• Retail and Marketing</li> <li>• Technology</li> </ul>

	<p>Other Requirements:</p> <ul style="list-style-type: none"> <li>• High Diploma or above in apparel, textiles, design or related disciplines preferred</li> <li>• 2-3 years sales or merchandising experience in garment manufacturing industry preferred</li> <li>• JLPT N2 Level or above required, good command of English &amp; Mandarin</li> <li>• Good product knowledge on Woven and Cotton Knits</li> <li>• Good communication, organizational and interpersonal skills</li> <li>• Proactive, willing to learn and take new challenges</li> <li>• Able to prioritize and manage time efficiently</li> <li>• Able to work in a fast paced and challenging environment</li> <li>• Travelling to PRC is required</li> </ul>
Target Commencement Date	As soon as possible
Application Method	<p>Please send the following document to Ada Li (<a href="mailto:liadao@esquel.com">liadao@esquel.com</a>) if you are interested in this position.</p> <ul style="list-style-type: none"> <li>• CV</li> </ul>