

路华救援（北京）有限公司上海分公司

招聘简章

路华救援（北京）有限公司（ROAD CHINA ASSISTANCE）成立于 2004 年 8 月，是曼福集团在中国的分支机构，主要致力于中国境内的道路救援业务及中国公民的境外旅行救援业务。公司总部注册在北京，管理与运营中心在上海。

路华救援的母公司曼福集团(www.mapfre.com)是西班牙最大的财团。根据美国财富杂志公布的 2013 年世界五百强名单中排名第 405 位。

曼福早在上世纪 80 年代就已经开始与中国本土的企业展开了不同领域的合作，在中国经济日益蓬勃的大环境下，2004 年 4 月，曼福集团正式进入中国市场。

现因公司业务快速发展，诚聘职位如下：

1、Implementation Manager / 高级项目实施经理—上海

Job Description:

- 1, Create and lead implementation area (PMO) to accomplish the success of each assigned project.
- 2, Apply project management tools to make the progress smooth from sales process to account management process for new corporate account, partners and direct selling plans.
- 3, Look after change management process during project life cycles and renewals.
- 4, Develop and design new products following commercial strategies.
- 5, Implement and promote corporate projects, methodologies and processes among internal and external stakeholders.
- 6, Perform other duties assigned by strategic planning manager.

Job Requirement:

MUST

Excellent oral and written English

Previous project management experience with proved success

Commercial and communication skills

PLUS

Specialized project management courses or degree

Experiences from automotive, finance, insurance, travel or other relevant service industries

Experience of manager role

2、Online Sales Project Manager-上海

Purpose of the role:

- 1.To be the key contact person for partners for everything related to the travel insurance online business, both in terms of sales and operational issues.
- 2.To provide advisory to partners regarding the best way to implement their online sales strategy for travel insurance.
- 3.To lead any internal action addressed to improve the quality of the tools developed for partners.
- 4.To develop and lead the delivery of B2B/B2B2C sales strategy for the Company working on agreed sales and revenue targets per partner for travel insurance online business.
- 5.To ensure targets are met in terms of sales efficiency, profitability and highest levels of partner and customer satisfaction.
- 6.To provide market knowledge to the Company regarding travel and leisure, insurance and online business in China.

Experience/Technical Knowledge:

1. Experience in managing complex relationships with partners and clients.
2. Experience in developing sales strategies and performance metrics.
3. Proven track record in Sales.
4. Previous experience of working in Travel Insurance Industry.
5. Experience of working in Account Management and Sales.
6. Experience of working in e-commerce activity.
7. Proven experience of implementing and delivering Company strategy and objectives.
8. English: complete working competence.

3、Head of Sales –Auto-上海

Job Description:

1. To achieve sales target, with dimensions of renewal/organic growth and new acquisition, line of business, and targeted market segments;
2. To manage sales pipeline, enhance relationship with prospects, control sales cycle, and close deal within forecasted timeline;
3. To educate the market, to generate, identify and qualify sales leads, build up and roll up pipeline prospects
4. Existing customer relationship maintenance with Account Managers

5. To strengthen presence and correct value proposition in Auto industry, focusing on OEMs, Auto Sales Company, Dealerships.
6. To attend tenders of Road China's core business by customers in targeted segments
7. To build up wide network among auto industry, with Mechanical knowledge and understanding on auto business and operations
8. To collect and analyze market information and trends, design attractive service solution innovatively to integrate Road China's advantages with recognizable and emerging market needs
9. To effectively engage internal resources and support from group, region and China BU

Job Requirement:

1. Bachelor degree in job related subject.
2. Minimum five years working in a sales role, auto industry experience is preferred.
3. Demonstrated ability to build and maintain a strong short, mid and long term pipeline. Demonstrated ability to close business.
4. Experience in solutions and strategic selling.
5. Experience with long sales cycle.
6. Experience in giving senior level presentations.

4、Head of Sales –Bank-上海

Job Description:

1. To achieve sales target, with dimensions of renewal/organic growth and new acquisition, line of business, and targeted market segments
2. To manage sales pipeline, enhance relationship with prospects, control sales cycle, and close deal within forecasted timeline
3. To educate the market, to generate, identify and qualify sales leads, build up and roll up pipeline prospects
4. To manage Key Accounts in each targeted segment, and understand Key Accounts well.
5. To formulate Key account management plan (KAP) and implement KAP with FI sales manager, and regularly report to senior management.
6. To stabilize partnership with existing key clients. Existing customer relationship maintenance with Account Managers

7. To strengthen presence and correct value proposition in FI industry, focusing on big domestic commercial banks, and reputable foreign banks.
8. To attend tenders of Road China's core business by customers in targeted segments
9. To build up wide network among banks and financial companies, with financial knowledge and understanding on FI business and operations
10. To collect and analyze market information and trends, design attractive service solution innovatively to integrate Road China's advantages with recognizable and emerging market needs
11. To effectively engage internal resources and support from group, region and China BU

Job Requirement:

1. Bachelor degree in job related subject.
2. Minimum five years working in a sales role, bank industry experience is preferred.
3. Demonstrated ability to build and maintain a strong short, mid and long term pipeline. Demonstrated ability to close business.
4. Experience in solutions and strategic selling.
5. Experience with long sales cycle.
6. Experience in giving senior level presentations.

5、Marketing Manager-上海

Job Description:

1. End to end management of all the marketing, promotion & PR activities.
2. Develop innovative media/PR campaigns using new/online media to gain wider brand exposure for Premier
3. Banking and maximize marketing investment
4. Ensure correct representation of the Road China Assistance brand in China market.
5. Develop creative marketing materials and materials for events/roadshows to promote products and services
6. Develop branch merchandising to enhance brand/campaign awareness
7. Manage Road China Assistance China website.
8. Manage & represent communication for/from China.

Job Requirement:

1. Bachelor degree in job related subject.
2. Minimum five years working experience in marketing communications/branding roles.
3. Experience in marketing materials production and media relations.
4. Existing network of media resources.
5. Strong communication skills (both written and verbal) and execution skills with strong

drive to succeed.

6. "Can do" attitude .

6、供应商高级区域经理/Senior Network Area Manager-上海

Job Description

1. Identify potential providers in the target areas.
2. Visit and assess potential providers.
3. Select and hire the companies and persons authorised to render services on behalf of the company based on operational requirements.
4. Negotiate with providers for price and contract content.
5. Load and update the providers database so that call center has updated data at all times.
6. File contracts and documents related to providers, send service forms, materials, claims and other goods.
7. Establish, regulate and maintain relations between the company and its providers.
8. Control the risk and cost of providers.
9. Solve any incidents and claims reported to the providers while rendering services.
10. Manage existing provider network to control the quality of the services rendered.
11. Implement service quality standards in the network of providers.
12. Push brand promotion following the requirements of Mapfre Asistencia.
13. Train and guide staff in department and assess his work.
14. Hand in work reports required by supervisors regularly.
15. Achieve other tasks delegated by supervisor.
16. Be responsible to Network Manager.

Job Requirement

1. 28-40 years old, junior college, majored in auto, business administration or related field
2. At least 5 year working experience in purchasing or sales network preferred
3. Good on communication with others, negotiation skills
4. Be suitable for frequent business trips
5. Fluent English
6. International academic and/or professional background preferred

7、Account Manager 客户经理-北京

Job Requirement

- University degree level education as a minimum requirement with excellent oral and written communication in English.
- At least 2 years work experience. Previous account management experiences would be plus.
- High level interpersonal and analytical skills.
- Team player, with proven leadership skills.
- Self-motivated person who is comfortable in working in a result based position.
- The ability to plan and manage time is essential.

- A friendly, professional manner is imperative, as is the ability to prepare and make presentations effectively.
- Computer literacy. Perfect excel, power point operation skills.
- Availability to travel regularly.

Job Description

- To develop new B2B client and maintain relationships in order to meet company targets for profitable growth and retention by:
 - Identifying, investigating, validating and proactively pursuing appropriate new business opportunities in line with Road China Assistance sales strategy
 - Carrying out monthly, quarterly Reviews with each client dealing with the performance of the account and any issues relating to it
 - Leading and coordinating all aspects of the sales cycle including prospecting, introductory meetings, sales presentations, production of proposals/tender responses, agreement of commercial terms, contract negotiations, planning and implementation
 - Communicating, liaising, and negotiating internally and externally using appropriate methods to facilitate the development of profitable business and sustainable relationships
 - Identifying and attending appropriate conferences/industry events and co-ordinate marketing activity and corporate hospitality with the purpose of developing relationships and raising the company profile
 - Carrying out any ad hoc duties as required by Head of Automotive

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