

1. 职位名称： 营业市场担当

2. 汇报对象： 市场总监

3. 工作职责：

- 1) 收集、分析和汇总市场情报。建立市场数据库，数据信息包括市场、客户、竞争对手和政策法规。
- 2) 按照要求提供各种市场报告，并对市场情况的咨询作出回答。
- 3) 通过文本和宣讲向客户提供包装材料的解决方案。
- 4) 不断发掘增长新产品或新客户的机会

4. 教育背景：

大学本科，化工类相关专业

5. 工作经验：

- 1) 5年以上包装材料相关经验
- 2) 熟悉食品、饮料、日化产品等相关行业的各种包装材料

6. 技能技巧：

- 1) 良好的语言表达能力，擅长沟通
- 2) 具备良好的现场提案能力
- 3) 精通 MS OFFICE 办公软件，尤其 PPT
- 4) 具备日语沟通能力为优

1. **Job Position:** Marketing & Sales Representative

2. **Reporting Line:** Marketing Director (Color & Packaging)

3. **Major Responsibility:**

1. Collect, analyze and synthesize market intelligence and establish marketing database, including market, customers, competitors and policy.
2. Provide various market reports as requested and respond to the inquiry about market situation
3. Provide packaging materials resolution to customers by both of documents and presentation.
4. To search the growth opportunities in new products and customers.

4. **Education:**

1. Minimum of BS degree in chemistry and related.

5. **Job Experience:**

1. Minimum of 5 years of packaging material field experience
2. Familiar with various packaging materials in food, drinking and other chemical industry

6. **Skills:**

1. Good communicator
2. Strong presentation skills
3. Strong MS Office (Especially PPT)
4. Motivated, self starter personality.
5. Japanese communication is plus