

PRIVATE & CONFIDENTIAL

POSITION SPECIFICATION

POSITION TITLE: General Manager , Macau

LOCATION: Macau

REPORT TO: Managing Director, based in Hong Kong

COMPANY: The Company is a well-established and reputable international food distribution company. It started the Macau operation in early 2008. It has now an office and warehouse to serve their clients in Macau.

JOB PURPOSE: The incumbent is to undertake overall general management, sales and business development, with total profit and loss accountability of the Company's operation in Macau.

RESPONSIBILITIES:

- Achieve profit contribution by developing sales and client network, building brand, managing staff, establishing and accomplishing business objectives in Macau.
- Manage daily operation and business development;
- Achieve and exceed the assigned sales targets
- Expand clientele ;
- Lead and manage sales by developing and maintaining strong client relationship with major hotels, fine dining restaurants and outlets in Macau;
- Develop market share for the existing product range.
- Lead office and warehouse staff in providing comprehensive range of services, ensuring and improving the service quality;
- Maximize business revenues and yields by marketing and controlling operating cost.
- Liaise with suppliers to handle customers' inquiries and complaints;
- Formulate business and distribution strategies for future development.

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EPC CONSULTING LTD. fully respects the need for confidentiality of information supplied by interested

parties and assures them that their backgrounds and interests will not be discussed with anyone, including our client, without their prior consent, nor will references be taken until mutual interest has been established.

For further information on this position, please contact:

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