

Management Trainee Program

We are looking for young talents who are ready to grow into successful future managers of DKSH. After successful completion of the program, you will likely take up a position in the designated Business Segments:

- **Fast Moving Consumer Goods**
- **Healthcare**
- **Supply Chain Management**

Our Management Trainee Program provides an 18-month training program, which aims to develop the required management capabilities and functional competences through on the job learning and coaching, formal training, cross-functional exposure and project assignments.

Successful Candidates will possess:

- A university degree with excellent academic achievements
- Strong entrepreneurial spirit, are passionate and committed to develop your career with DKSH
- Leadership potential with excellent interpersonal skills and strong sense of responsibility
- Fluency in written and spoken English and Chinese, including Mandarin
- Proficiency in using MS Word, Excel and Power Point

Key Account Management Executive, FMCG/ Healthcare

Job Responsibilities:

- Assist Key Account Manager in all aspects of sales & promotion activities and to achieve sales target
- Assist Key Account Manager on managing the assigned key accounts
- Cooperate with Marketing Team, assist to plan and coordinate the sales & promotion activities to achieve sales target
- Follow up EDI orders, purchase orders & goods return notes
- Update key channels information including sales analysis, promotion schedules, trade spending, OOS and service level, meeting documentary and product master for key channels

Job Requirements:

- Degree holder
- Preferred with 1 year of key account management / marketing / merchandising team in retailer/ related work experience; fresh graduate will also be considered.
- Understanding of key account channels and category management
- MS Office (excellent in Excel)
- Chinese word processing
- Excellent interpersonal skills & good negotiation skills
- Good Communication and presentation skills

Marketing Executive, FMCG/ Healthcare

Job Responsibilities:

- Assist to handle day-to-day trade marketing affairs including program initiation, funding allocation and program execution for a group of assigned customers and specific channels
- Plan, maintain and control A&P budget
- Liaise with agency for ATL & BTL activities planning & execution
- Prepare & analyze monthly sales reports
- Project accurate sales forecast based on sales trend

Job Requirements:

- Degree holder, preferably in Marketing
- Preferred with 1 year of marketing / merchandising team in retailer/ related work experience; fresh graduate will also be considered
- Proficient in using MS Word, Excel and PowerPoint
- Good analytical skills
- Strong communication and interpersonal skills

Medical Representative - Healthcare

Job Responsibilities:

- Promote and develop local sales in clinics, hospitals and medical centres
- Identify and develop new accounts and initiate effective sales and marketing plan
- Establish good relationship with clients and expand clients base

Job Requirements:

- Degree holder preferably in science or related discipline
- At least 1 year selling experience preferably gained from pharmaceutical
- Good interpersonal and co-ordination skills; proactive, responsible, and willing to work as a team
- Self-motivated and able to work under pressure
- Keen to meet challenges and deliver results
- Good in both spoken and written English and Putonghua