



Sales Director Position

Walimai (walimai.com / wacoin.io)

Shanghai, China

Walimai is building a retail hyper-channel for authentic, safe consumer products. To accomplish this, we've developed and implemented banking-level anti-counterfeit technology. Using this technology, we aim to turn consumer products into a comprehensive IoT network over the coming years.

As a Sales Director, you will be responsible for the enlistment and on-boarding of new Walimai POS throughout China. You will also assist in improving the overall consumer experience. Your main goals will revolve around getting Walimai listed (ie. placement of our O2O digital shelves) in at least 1000 stores by the end of 2018 and signing profitable, sustainable contracts with store chains. By improving and adjusting the product to customer needs, you will also support product development.

What is needed from you:

- Experience in account management and/or held a regional or national sales role at a manufacturer or distributor of counterfeit-prone products.
- Ability to build a distribution network from the ground up as opposed to maintenance.
- Entrepreneurial, assertive, pro-active in both attitude and spirit.
- Fluent in both Mandarin and English.

What Walimai offers:

- Market rate salary and bonus potential.
- Grow with the company: upside pool participation.
- Comfortable, open work environment in Shanghai.
- Freedom to stand out, grow, and be vital to the company.

Please send your CV and a short cover letter to jobs@walimai.com for consideration.

Walimai Press:

<https://www.usatoday.com/videos/tech/2017/11/26/smart-label-helping-beat-counterfeiters/108051922/>

<http://www.bbc.com/news/business-42152892>

<http://www.straitstimes.com/asia/east-asia/smart-label-helping-beat-counterfeiters>