

Wai Man Chan

sales manager

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Languages

Mandarin

English

Cantonese

About

I am worked as a Sales Manager at Rad Stuff LTD which has product development, manufacture, distribution and online offline business company. Rad stuff LTD offering the brands are piececool and METOMICS which are metal puzzle product. I am response for the Hong Kong local license product development, Stock management, Online daily operation, Wholesales market in Hong Kong and overseas. The Hong Kong local license product development, I response to deal with the licensor about the contract, discuss the design and work out the final product with the factory. For the Local Wholesales, I response for market development, sales budget planning, yearly sales forecast, maintain the customer relationship, shop replenishment and the shop window display arrangement as well. Refer to the oversea market, I focus on the order follow up and the shipment process. And the Online daily operation, I oversee the Online department to do the budget management, yearly sales forecast, courier cost control, data update, adjustment, site promotion as well. I am the Best Seller in Hong Kong Branch in 2004 and the Top Sales of the skill audit in 2005 in RS Components. I have more than 21 years sales experience in various field of Metal piece of Puzzle,

BRANDS WORKED WITH

Coach Stores Limited

Fossil (Asia) Ltd

:Fu Shing Jewellery Shop

Jasuka Industries (HKSAR) LTD

Lyreco (Hong Kong) Company Limited

MDreams Global

Rad Stuff Limited

RS Components Ltd

Tin Wo Engineering Co., Ltd.

Experience

● Sales Manager

Rad Stuff Limited | Sep 2019 - Feb 2023

Job Duties : 1. Team monitoring to achieve sales target 2. Build up the relationship with the Wholesalers and eCommerce platform customer 3. To find new promotion opportunities for the brands 4. To manage the website daily operation and promotion 5. Budget plan 6. Yearly Sales forecast by brand 7. Overview the eCommerce logistic performance and usage from Google Analytics and Woo Commerce 8. Logistic cost control



● Sales Manager

MDreams Global | Nov 2015 - Sep 2019

10. Communicate with the factory to get the update product information 11. Analyze buyer preference and online sourcing behavior to enhance user experience and deliver results

Position : Sales Manager Company : Mdreams Global Period : Nov 2015 to Sep 2019 Job Duties : 12. Team monitoring to achieve sales target 13. Build up the relationship with the Wholesalers and eCommerce platform customer 14. To find new promotion opportunities for the brands 15. To manage the website daily operation and promotion 16. Budget plan 17. Yearly Sales forecast by brand. 18. Overview the eCommerce logistic performance and usage from Google Analytics and Shopify. 19. Logistic cost control 20. Manage off-season products pricing 21. Analyze buyer preference and online sourcing behavior to enhance user experience and deliver results

● Sales Manager

Jasuka Industries (HKSAR) LTD | Jul 2010 - Nov 2014

Job Duties : 1. Build up the relationship with the dealers 2. Discuss the promotion area and the program with the dealers 3. Newness introduce to the dealers 4. Daily visit to the dealers 5. Stock Management 6. Monthly

replenishment for each brand according to the past sell out (Brand : Ted Baker, Eylsee, Cosmopolitan, MAX Watch, And Watch, Naf Naf, Superdry and F.Time Paris)

- **Senior Sales Executive**

Fossil (Asia) Ltd | Apr 2010 - Jun 2010

8. Evaluate the newness ordering 9. Meeting with the Corporate office about the product, marketing and target issue for each brand 10. Communicate with the media about the PR activities 11. Allocate the marketing budget on the media promotion 12. Allocate the in house brand for the retail shop and get the response from the staff about the products feedback. 13. Manage the repair watch and order the spare parts from the factory _____ Position : Senior Sales Executive Company : Fossil (Asia) Ltd Period : from 1 April 2010 to 30 June 2010 Job Duties : 1. Team working to achieve monthly sales target 2. Build up the relationship with the dealers 3. Discuss the promotion area and the program with the dealers 4. Newness introduce to the dealers 5. Daily visit to the dealers 6. Daily stock check the inventory 7. Monthly replenishment for each brand according to the budget (Brand : Fossil, DKNY, Armani, Diesel, D&G, Zodiac, Michael Kors, Adidas, Marc by Marc Jacobs) 8. Getting the market information to have the brand analysis 9. Monthly and quarterly sales report 10. Evaluate the newness ordering

- **Key Account Manager**

Lyreco (Hong Kong) Company Limited | Apr 2009 - Feb 2010

Job Duties : 1. Build up the relationship with the corporate account 2. Daily report and planning on the online system 3. Well perform on the tender preparation about price comparison, negotiation and presentation. 4. To get more out of tender items business by daily visit 5. Cold call to find some potential customer by the suspect list 6. To prepare the proposal to get more opportunity for the quotation inquiry for each

- **Senior Sales Executive**

Fossil (Asia) Ltd | May 2006 - Mar 2009

_____ Position : Senior Sales Executive Company : Fossil (Asia) Ltd Period : from 22 May 06 to 31 Mar 09 Job Duties : 1. Team working to achieve monthly sales target 2. Build up the relationship with the dealers 3. Discuss the promotion area and the program with the dealers 4. Newness introduce to the dealers 5. Daily visit to the dealers 6. Daily stock check the inventory 7. Monthly replenishment for each brand according to the budget (Brand : Fossil, DKNY, Armani, Diesel, D&G, Zodiac, Michael Kors, Adidas, Marc by Marc Jacobs) 8. Getting the market information to have the brand analysis 9. Monthly and quarterly sales report 10. Evaluate the newness ordering

- **Senior Account Executive**

RS Components Ltd | Aug 2002 - May 2006

Job Duties : 1. Team working to achieve monthly sales target 2. Corporate and Government Account develop in HK and China customer. 3. Customer relationship management 4. Product approach to the customer 5. Cold call and field visit to the customer

- **Assistant Administration**

Tin Wo Engineering Co., Ltd. | Mar 2000 - Aug 2002

Job Duties : 1. Arrange stationary, PPE and site material order 2. Organize the personal info 3. Q.S data input 4. Arrange the contract of apprenticeship to the site 5. Travel Booking for Site

- **Sales**

:Fu Shing Jewellery Shop | Nov 1998 - Feb 2000

Job Duties 1. Customer relationship retention and develop 2. Daily sales

End of Resume

- **Sales Associate**

Coach Stores Limited | Dec 2023 - Now

Education & Training

2002 - 2005

- **HK Baptist University**

Certificate in Business Management,

1993 - 1998

- **HKCEE**

Eng (Sys B) and Tourism (E/E),