



泽为资讯集团

Knowledge | Networking | Growth

Campus Recruitment 2018

-Sales Management Trainee Program

Company Profile 公司介绍

Established in 2008, SZ&W Group is a leading business intelligence and integrated event service provider in Asia, dedicating to spreading industry knowledge and business information worldwide, and building platforms for communications and cooperation between business decision makers.

The company headquarters in Shanghai and Los Angeles. With SZ&W Research, SZ&W Event, SZ&W Event Management, SZ&W Community, and other well-known market research and event brands, SZ&W Group stretches its business beyond China and Asia across the emerging economies in Middle East, Europe, Africa, South America, as well as other regions. As the forerunner of business media and commercial activity organizer in Asia, SZ&W Group leads the industry forward.

Now, we are looking for talent with whom to share our vision.

泽为集团成立于2008年，亚洲领先的商业资讯及活动综合服务提供商，致力于推动知识和商业信息的全球化流动，为工商业决策者搭建交流与合作的平台。

旗下有“泽为研究”，“泽为会展”，“泽为活动”，“泽为行业社区”等知名市场研究及商业活动策划品牌。立足中国及亚洲市场，公司业务遍及中东，欧洲，非洲，南美洲的各大新兴经济体。公司总部设在中国上海和美国洛杉矶。作为亚洲行业资讯及商业社交活动领域的先行者，泽为已经成为行业领导者。

现在，我们广觅贤才，期待你进入我们的大家庭，共创未来！

Sales Management Trainee 销售管理培训生

Bachelor or college graduates in 2018, there is no restriction in terms of majority

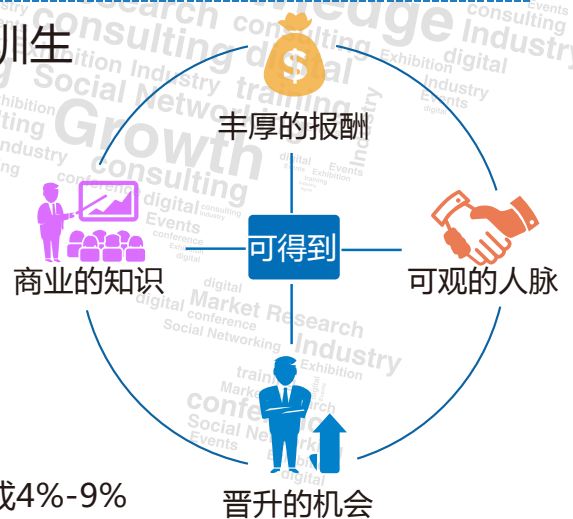
2018届应届生，专业不限。

With excellent oral and written English expression ability

具备良好的英语口语和书面表达能力

Expected income 预计收入:10W/ 年

Base Salary 基本工资：3500-4000 + Commission 提成4%-9%





About Sales Management Trainee Program

关于销售管理培训生项目：

To help management trainee shift identity from campus into the workplace, grasp corporate culture, core business and work process, and grow in work rapidly, the company has designed a comprehensive career planning for every management trainee, which lasts for 2 years.

There are 3 different Phases in Comprehensive Career Planning. Passing assessment of the three phases, you will become a sales manager within 2 years, and obtain better opportunity to enter middle-management team of the company.

At meantime, you will have access opportunity to other positions in company (e.g. Marketing, or Industrial Researcher) Based on global business expanding plan, and your own willing, you will have opportunity to be appointed to work in office abroad.

为使管培生快速转换身份角色、融入职场、熟悉公司企业文化、核心业务、工作流程，一起在工作中快速成长，公司为管培生量身设计了一个全面的事业发展计划，为期2年。共分为三个阶段。通过以下阶段和考核，您将在2年内成为公司的销售经理，有更好的机会进入公司中层管理团队；同时，2年后，您也有机会转入公司其他相关岗位（市场营销岗位、行业研究岗位等）。根据公司海外业务发展需求，以及您个人的意愿，您将有机会被派往海外办公室工作。

Phase One: General Ability Training 阶段一通用能力培训

Intern in basic position will help you to know more about corporate background, culture, and get familiar of operation process in your department.

基础岗位实习帮助您理解公司的背景、文化并熟悉部门业务的运作。

Expected Time lasting: 4 months

预计：4个月

Phase Two: Improve Business Capability 阶段二业务能力提升

You will participate in systematic training, be assigned to different project teams in SZ&W Group and gain an insight into the different industries and accumulate practical experience

您将被安排系统的培训，并分配SZ&W Group的不同项目工作，以便加深对行业的理解，从中累积实际经验。

Expected Time Lasting: 10 months

预计：10个月。





Phase 3 Independent Career Planning 阶段三自我职业规划

After participating in cross-department and management skills training, you will have opportunity to act as a team leader or working in other branch offices to get comprehensive insight into project operation and management. Based on behavior, outstanding trainee will get various kinds of development and promotion opportunity, and become a distinguish management team member.

接受跨部门及管理技能培训，并有机会担任Team Leader助理或异地锻炼阶段。全面深入地了解项目运作、管理。视个人表现，杰出表现的培训生将会获得各种发展及晋升机会，成为公司管理团队的重要一员。

Expected Time Lasting: 10 months
预计：10个月。

Compensation & Benefits 薪资福利

<p>Reasonable salary Great development space 具有竞争力的薪资</p>  <p>薪资</p>	<p>Insurances housing fund 提供五险一金</p>  <p>保险</p>	<p>Holiday gifts Birthday gifts 节日礼品 生日礼金</p>  <p>福利</p>	<p>Public holiday annual leave with pay 法定节假日 带薪年假</p>  <p>假期</p>
---	---	--	--

Recruitment Process 招聘流程：





Words from our outstanding colleagues: 优秀管培生语录



Amanda Zhang

7 months to become Senior Sales Consultant (LVL 3) 7个月成为高级销售顾问 (级别3)

1.SZ&W Group offers an exciting learning opportunity for me who is dedicated to advancing education and culture. Most important, I got a rapid development in this emerging industry and this passionate SZ&W group.

泽为提供给我一个很好的学习平台。更重要的是，泽为是一家充满激情的公司，使我在这个新兴产业得到了快速的提高。

1 Year and 2 months to become Sales Team Leader 1年2个月成为销售团队领导

2.I really cherish the opportunity to have a complete and structural training in SZ&W Group. As a result, I was able to develop different types of skill that are of immense help in my career, such as industry research and problem-solving skills.

我非常珍惜这些在泽为得到的培训机会。它培养出我很多不同类型的职场专业技能，诸如行业调研和解决问题的能力，这些技能在我的职业生涯中有很大的帮助。



Ammie Zhu



Allen Liu

Three Years and a half to become Associate Sales Director 3年半成为销售副总监

3.This group offers me a diverse range of opportunities for personal growth and professional development

泽为提供给我广阔，清晰的职业发展路径。

Contact 公司联系方式

Website: www.szwgroup.com



HR: 021-58300710;



campus_recruitment@szwgroup.com



Suite J-M, 14F, First Trade Tower, 985 Dong Fang Road, Pudong District, Shanghai

上海浦东新区东方路985号一百杉杉大厦14楼J-M室

