
Vacancies: 客户经理 /Client Service Manager

Location :Beijing

Email: sunny.sun@unisono.com

工作职责:

1. 根据与客户所签合同制定项目进程表并监督实施
2. 与公司内部相关部门协调合作, 例如营运部门, 数据服务部门, IT 和咨询部门, 在规定时间内保质保量完成项目。
3. 向客户做项目总结。
4. 在了解客户要求的基础上, 计划和执行对客户的定期拜访, 与客户维持良好的关系。
5. 与现有客户的沟通中开拓新的商业机会。
6. 与财务部门一起解决发票和付款相关事宜。

任职要求:

1. 5年以上客户服务与项目管理经验
2. 有广告公司, 咨询公司, 线下活动执行公司经验者优先。
3. 优秀的沟通和演讲能力。(英文, 普通话流利, 灵活, 有说服力和谈判能力)
4. 组织分析能力优秀。
5. Office 软件应用熟练, 尤其是 Excel 和 PowerPoint
6. 性格稳重, 可以独立工作。
7. 能同时把握多种工作任务的能力, 并能按时完成工作。

Vacancies: Strategic Planner

Location: Shanghai

Email: sunny.sun@unisono.com

Overview of role:

The successful applicant will be working with business development team and provide insights resulting in creative ideas and make proposals to response pitches. You will have a proven background in strategic planning within a BTL agency on preferably FMCG category projects. You must also demonstrate a deep understanding of retailing channels, shoppers, as well as insights of customers in buying approach of a brand in certain channels.

Job Function:

Must have

- Responsible for research that gives insights resulting in creative ideas on sales promotion, channel strategies and activations
- Logically combine insights with reasoning, creative idea mechanics, and activation breakdowns in order to deliver a proposal which answer a client's pitch brief and strengthen our advantages over other players
- Be able to brief a designer to transfer creative ideas into visuals
- Collaborate with Account Service to develop brainstorming methodologies and conduct sessions in order to get collective creative ideas for activations and
- such Analyzing a wide range of information in great detail to gain a comprehensive context to define approachable new client categories, client brands and "angle" of attacking points with suitable services provided

Nice have

- Recommend and implement strategic direction that will contribute toward increased business and stronger in store marketing strategies for existing and new clients.
- Design, manage and analyze research, develop channel insights and strategies which contribute to sales increase for clients

Candidate Requirements:

- 10 year working experience of which 3-5 years solid agency strategic planning experience
- Possess (advertising and BTL activation skills to develop a deep understanding of consumer and shopper insights, motivations, behaviors and channel insight)

Unisono Fieldmarketing
(Shanghai) Co., Ltd.

尤尼森营销咨询
(上海)有限公司

Building 5, No. 29 ShaJing Rd.
Shanghai, China 200080
中国上海市沙泾路29号5号楼

Tel: (86-21) 2501 2888
Fax: (86-21) 2501 2889
Web: www.unisono.com



- Ability to build a comprehensive understanding of wider retailing/channel/shopper behavior development trends and to be able to generate new insights and ideas especially in brand sales, activations and channel solutions.
- Understand the dynamics of clients' businesses (especially in FMCG industry) which in return will help the commercial and new business development teams identify new business opportunities.
- Strong organizational skills (proactive, strategic analysis, communication skills),
- A collaborative work ethic and take ownership.

Education Requirements:

- Business, Marketing degree in Bachelor, Masters degree or studying and working abroad in agency industry preferred
- Proficient in English and Chinese both verbal and written

Vacancies: POSM Designer

Location: Shanghai

Email: sunny.sun@unisono.com

The designer we are looking for produces Point Of Sales Material (POSM) in stores and displays of event road shows by using a mix of creative skills and commercial awareness. He/she needs awareness of current trend of styles in the visual arts, working knowledge of the latest computer packages and an understanding of material costs and time limits, all of which can impact on the design.

The main job activities are:

- briefed by internal Account team or BD to produce POSM or other displays for BTL activations
- meeting clients to discuss their needs if necessary
- thinking creatively to produce new ideas;
- using innovation to redefine a design brief and meet the constraints of cost, time and client;
- multi-tasking: he/she often works on more than one design brief at a time;
- producing accurate and high quality work;
- contributing ideas and design artwork to the overall brief;
- keeping abreast of developments in IT, particularly design programs.
- working well in a team, with BD, account, production and suppliers;
- be proactive in presenting ideas and designs to prospective customers.

Other requirements

- use 3DMAX
- Photoshop
- illustrator
- 3-5 year experiences working in agency environment – creative/design team

Please send your portfolio when applying for the position

Vacancies:理货员

Location :Shanghai

Email: sunny.sun@unisono.com

工作职责:

- 1.按照公司要求执行走店计划，完成报表的填写和录入，并确保其准确性。
- 2.根据不同零售店状况和公司理货要求进行理货。
- 3.主动跟踪订单的达成
- 4.主动作好周会前的准备工作。

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任职要求:

- 1.高中以上学历
- 2.有基本的理货经验或经过培训后能迅速熟悉工作
- 3.沟通能力强。
- 4.工作认真负责，能吃苦耐劳

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