

THE PROBLEM SOLVER

Sales Manager

Own the relationship between Western buyers and Chinese factories. Your first job is to solve problems; your second is to communicate the solution with absolute clarity.

WHAT YOU WILL OWN

- Run key customer communication from inquiry through production and delivery.
- Investigate factory issues, test options, and present the customer with a clean problem-and-solution package.
- Shield customers from avoidable production noise while keeping them informed on decisions that matter.
- Translate expectations between Chinese factories and US/European buyers.
- Qualify whether a company is a strong fit for 2HEX and protect long-term relationships.
- Take work away from the founder by owning decisions, follow-up, documentation, and outcomes.

WHAT GREAT LOOKS LIKE

- A customer can place an order and trust you to navigate the complexity.
- Factories receive precise questions, decisions, and follow-up - not forwarded confusion.
- Issues are anticipated, organized, and closed before they become emergencies.
- Customers experience 2HEX as responsive, calm, honest, and easy to work with.

YOU ARE A STRONG MATCH IF

- Your English is excellent and you communicate naturally with Western business customers.
- You understand US or European working culture through meaningful personal or professional exposure.
- You are exceptionally organized, resourceful, emotionally intelligent, and comfortable with accountability.
- You have sales, account-management, sourcing, or production experience - or can demonstrate outstanding people and problem-solving skills.
- You do not pass problems upward. You gather facts, create options, recommend a path, and finish the job.

THIS ROLE CAN GROW

- Master the customer, product, and market; then expand into Growth Marketing.
- Prove you can build demand and grow revenue; then develop toward General Manager.
- Exceptional long-term impact may be rewarded through a future equity incentive plan.

GUANGZHOU
ON-SITE

THE FRAMEWORK

8 hours/day, 5 days/week. Chinese public holidays (or the home-country holiday framework for international hires). Target compensation: roughly 10% above the relevant central-Guangzhou market rate, based on experience. German-company contract; no Chinese work visa sponsorship.