



The Society of Publishers in Asia (SOPA)

Online Recruitment Service Form

30-Jun-10

Date: _____

Company Information

Company Name: Edipresse Hong Kong Limited

Website: <http://www.edipresseasia.com/home.html>

Profile:

Edipresse Group is a publicly listed international media company. Headquartered in Switzerland, Edipresse's main activities are in newspaper and magazine publishing and digital media. The Group employs 3,000 people worldwide to run a diverse portfolio of more than 200 titles and websites.

Contact Details

Contact Person: Iris Lee

Job Title: Assistant HR Manager

Telephone: 2859 4340

Fax:

Email: recruit03@edipresse.com.hk

Address: 6/F, 32 Oi Kwan Road, Wanchai, Hong Kong

Job Summary

Position: General Manager - Contract Publishing

Ref no.: -

Qualification: -

Year(s) of Experience: -

Salary: Negotiable

Employment Type: Permanent

Location: Hong Kong

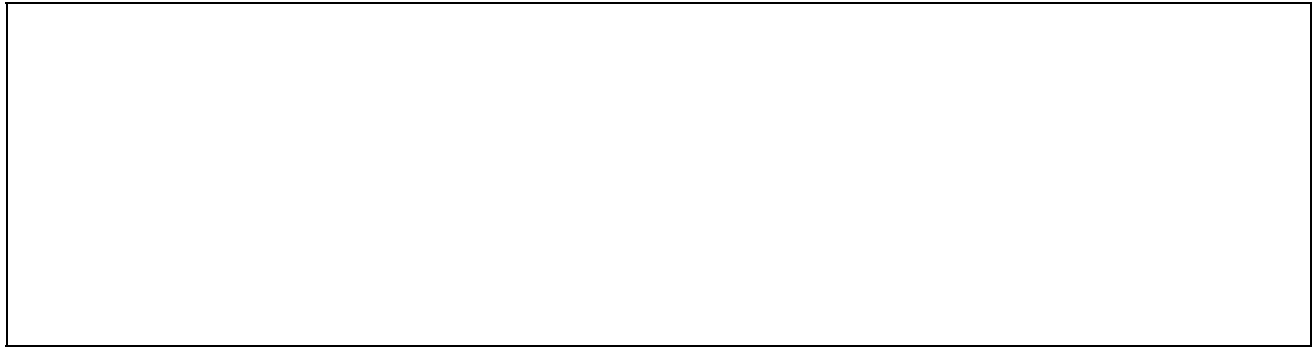
Benefits: -

Job Responsibilities

In this role you will report directly to the CEO of the region. You will be responsible for providing leadership and managing the existing contract publications of the company as well as developing new business in the area of print and on-line customer media in order to build a stand alone custom publishing activity for the group in Asia.

You will need to develop and supply the very best editorial and publishing services to sophisticated marketers in HK and China and also to support similar activities and initiatives in the Groups companies around the Asian region. Corporate Branding for the contract publishing activity and the reputation of all related products and services is a core responsibility for you.

The successful candidate will have full P&L responsibility for the business unit and is expected to build a robust independent business unit able to compete aggressively and offer attractive marketing solutions to clients in Hong Kong and in China. You will also have responsibility for all matters relating to pricing, product positioning and revenue strategies and have to work closely with Group CFO.



Job Requirements

- A well motivated and stable staff, individually and as a team.
- Strong and professional interactions with all other parts of the Group in Hong Kong, China and around Asia.
- Development of Strategic plans and publishing strategies with business plans and budgets prepared annually and updated twice each year for all products and services.
- Consistently win new clients by offering innovative new products and services within the area of custom publishing.
- Using appropriate data to record & monitor Market Share of products performance.
- A positive and growing profitability with margins maintained at or above industry standards.
- Outstanding communication and networking skills to work effectively with clients, editors, creative talents, partners and sales & marketing staff.
- Great presentations skills, a superb business development "nose", as well as the creativity and attention to detail to run a busy publishing operation in a fiercely competitive market with the aim of reaching aggressive year on year growth targets.
- A minimum of 10 years media industry experience and preferably with some direct customer publishing activity.
- Ideally experience of living and working in Asia.
- Good knowledge of on-line publishing best practices.
- Outstanding communication and networking skills.
- Willingness to travel as required.

We offer attractive salary and competitive benefits including 5-day work, performance-based bonus, Mandatory Provident Fund and medical scheme. Interested candidates please send full resume with expected salary to The HR Department, 6th Floor, Guardian House, 32 Oi Kwan Road, Wanchai, Hong Kong or via mail recruit03@edipresse.com.hk

(Data Collected will be used for recruitment purpose only)