

暖通工业销售经理

Sales Manager – HVAC & General Industrial Sector

Location: Beijing

Starting date: ASAP

Nationality: Chinese

主要职责

Key Responsibilities:

1. 暖通及一般工业行业渠道开发和维护：发展并管理代理商和大客户，与技术部门合作提供代理商及大客户业务发展规划方向，帮助经销商实现区域内的销售业绩。

Channel Development and Maintenance in HVAC and General Industrial Sectors: Develop and manage distributors and key accounts; collaborate with the technical department to provide business development direction for distributors and key accounts, helping dealers achieve regional sales targets.

2. 设计方案设计与制定：与技术团队一起提供产品的前期方案和报价，包括但不限于设备选型、系统配置、工程图纸绘制等工作。

Design and Proposal Development: Work with the technical team to provide preliminary product solutions and quotations, including but not limited to equipment selection, system configuration, and engineering drawing preparation.

3. 能够自行完成招投标所需相关工作，指导技术团队参与项目的招投标过程，编制投标文件中的技术方案部分，并在投标过程中解答技术问题。

Bidding Support: Independently handle all tasks related to bidding; guide the technical team in participating in the bidding process, prepare the technical proposal section of bidding documents, and address technical questions during the bidding process.

4. 市场调研与分析：跟踪行业动态，了解竞品信息，针对市场需求变化，对公司换热器产品提出优化和更新建议，实现品牌在重点细分行业的销售突破，提升市场竞争力。

Market Research and Analysis: Track industry trends, gather competitor information, and propose optimization and update suggestions for the company's heat exchanger products in response to changing market demands. Achieve sales breakthroughs in key niche sectors and enhance market competitiveness.

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任职要求

Qualifications:

1. 制冷、暖通、热能工程等相关专业本科及以上学历，有 2-3 年相关行业工程项目工作经验或有相关客户资源者优先。
Bachelor's degree or above in Refrigeration, HVAC, Thermal Engineering, or related fields; 2–3 years of project engineering experience in related industries or relevant customer resources is preferred.
2. 熟悉相关领域设备和生产工艺，熟悉换热器原理和应用领域。
Familiarity with relevant equipment and production processes, as well as the principles and application fields of heat exchangers.
3. 优秀的商务沟通和表达能力，擅长对接客户需求，解决客户问题。
Strong business communication and presentation skills, with expertise in addressing customer needs and solving customer problems.
4. 英语具备一定的读、写和表达能力；良好的团队协作精神和服务意识，具备项目管理经验和抗压能力，工作细致严谨，善于寻求解决方法。
Proficient in English reading, writing, and speaking. Good team collaboration spirit and service awareness; experience in project management and ability to work under pressure; detail-oriented, rigorous, and proactive in finding solutions.

投递方式

Application:

请将中英文简历及动机信发送至

Please send your Chinese and English CV and cover letter to

Bj-hr@ccifc.org

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