

China Technical Sales Engineer 技术销售经理

Location: Shanghai

Company

Our client is a well-known French company in Chemical field and provides environmental friendly high-tech Soldering, Cleaning and Coating solutions for Electronic, Semiconductor, Auto and Industrial applications.

Job Responsibilities:

工作职责

- Be responsible for business development in the South of China
负责华南地区的业务拓展
- Achieve sales revenue to meet with company's yearly target
销售业绩达到公司的年度销售指标
- Build up good relationship with customers and partners
与客户和合作伙伴建立良好的关系
- Quarterly Southern China market and competitor analysis
华南地区市场分析及竞争对手的分析
- Timely reply customers inquiries and provide certain technical consultations to customers
及时回复客户询价, 并提供一定的技术咨询
- Basic technical support at customer side
为客户提供基本的技术支持
- Weekly sales report and Sales Report into Sales Force in 1 week after customer visit
在客户拜访后的一周内提交每周销售周报与客户拜访报告
- Making quotation and contract negotiations with customers
给客户id提供市场报价与合同谈判事项
- Smooth cooperation with Sales team and Operation, Finance and Admin teams in terms of all communications.
与销售团队、运营、财务和行政团队保持良好的沟通

Requirements:

要求:

- Minimum 5 years working experience in Electronics, Mechatronics or Semiconductor markets with certain knowledge of solder paste, Cleaner or SMT, Semicon backend, Cleaning equipment.
5年以上电子、机电一体化或半导体市场工作经验, 具备一定的锡膏、清洗剂或SMT, 清洗剂设备知识
- Good in English reading, writing and speaking
良好的英语读、写、说能力
- Good presentation skill
良好的表述能力
- Keen insight for market & professional acumen
敏锐的市场洞察力
- Excellent communication skills.
优秀的沟通技巧

- Technical knowledge in Electronics Industry.
拥有电子工业的技术知识
- Working autonomously and good ability to work under heavy pressure
工作自主性强, 能承受较大的工作压力
- Be able to travel intensively
能够频繁出差
- Strong sense of responsibility
责任心强
- Home Base in South China (Shenzhen, Dongguan)
家住深圳或东莞
- Having driving license
有驾照

Please send your resume to: sh-recruitment@ccifc.org