

Technical Sales

Location: Dongguan

Sector: Manufacturing /Electronics & Electricals

Starting date: ASAP

Job Reference: CDS2025072

ABOUT THE COMPANY

Our client is a printing and die-cutting French company with over 55 years of experience in industry, plants in France, Hungary, Tunisia and China, and market leaders in printing on plastic and paper materials and as well produce die cut parts made from adhesive tapes, foams, insulation, shielding and thermal management materials. Supplying Automotive, Electronic, Telecommunication, Medical industries, and with over 500 customers worldwide. They produce thermal interface material for New Energy Vehicle or for other electronic applications. This is a great opportunity to work in industrial marking, converted parts and thermal management solutions.

MISSION

They are searching for Technical Sales to support customer projects by preparing accurate technical estimates, coordinating with internal teams, and ensuring timely, high-quality responses. This position plays a key role in strengthening customer relationships, optimizing project follow-up, and contributing to the company's commercial and operational objectives.

RESPONSIBILITIES

Quotation and technical support

- Receive and analyze customer requests; record and clarify requirements when needed.
- Listen, analyze requirements, advise potential or existing customers to build loyalty by offering solutions tailored to their needs.
- Prepare quotations independently or with internal teams for complex cases.
- Ensure responses meet quality, cost, and timeline standards (within 24/48 hours).
- Conduct feasibility study and propose suitable technical solutions.
- Follow up on quotations and suggest improvements to the quoting process and customer experience.

Project monitoring

- Track project progress and escalate delays to supervisors.
- Prepare or collect the files required by customers .
- Research and propose solutions tailored to customer needs.
- Research and suggest product improvements or development opportunities in alignment with the factory.
- Maintain regular communication with factories.

Customer services

- Lead orders, logistics, and invoicing topics.

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- Support customer visits and handle business, logistics, product and application-related complaints.
- Provide technical documents to customers
- Ensure proper reporting and administrative follow-up and review performance with the supervisor.
- Collect customer feedback and support after-sales follow-up to enhance satisfaction.

REQUIREMENTS

- Proficiency in product techniques. Engineering or Industry education background will be a plus.
- At least 2–5 years of B2B sales experience with strong technical understanding. Knowledge of APQP and IATF16949 is a plus
- Solid grasp of pricing structures, industrial processes, Office Suite and ERP/CRM systems.
- Economic Knowledge, strong analytical, mathematical, and problem-solving skills (8D/A3 is a plus)
- Excellent communication skills in both **English** and **Chinese** (written and oral)
- Strong interpersonal skills, customer focus, and commercial awareness
- Autonomous, proactive, and goal-oriented, with strong ownership and conflict-resolution skills.
- Be committed: positive attitude, helpfulness, proactivity, respect for company values.

APPLICATION

Please send your resume and your motivation letter to: sc-recruitment@ccifc.org

Mail subject: Your name | Job title - location [Job reference]

Ex. Your name | Technical Sales/ GS - Dongguan [CDS2025072]

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