

## Technical Sales Engineer

### Company

Our client is a French high-tech SME specialized in the design and manufacture of optronic equipment for industrial, civil and security/defense applications. With nearly 40 years of expertise in France and abroad, they have become an international reference in the field of infrared technology.

### Responsibilities

- To join China Sales team and will be in charge of canvassing the major players in the sector (Security & Defense, Major integrators or System integrator accounts, Oil Companies, Ports, Airports, Critical Infrastructures, Industrial Sites, Cement, etc.)
- To identify new customers or potential partners.
- To take part in trade shows, make technical-sales proposals, negotiate with customers and partners, contracts and ensure the commercial follow-up of the products sold.

### Requirements

- Bachelor degree or above major in Engineering / Technical
- Commercial experience of at least 3 years, in a technical environment
- Ability to listen to your technical interlocutors, analyze their needs and have a synthetic spirit
- Know how to dialogue with customers and convince them
- Taste for challenge to accept ambitious goals in a competitive high market growth environment
- Autonomy, rigor and great interpersonal skills
- Fluency in English (written and spoken) is essential

***Please send your resumes to :***

**[zhao.lys@ccifc.org](mailto:zhao.lys@ccifc.org)**