

South China Technical Sales Manager 技术销售经理（华南地区）

Location: Dongguan / Shenzhen

Sector: Chemicals & Plastics

Starting date: 2023-04-28

Report to: Asia Sales Director

Job Reference: CDS - 2023 - 036

ABOUT THE COMPANY

Our company is part of a French family owned company, active in the Chemical field for more than 140 years. Company has 10 subsidiaries in Europe, Asia and America and 7 production sites, all ISO 9001 certified, including 3 also ISO 14001 certified and equipped with control and application laboratories.

We provide environmental friendly high-tech Soldering, Cleaning and Coating solutions for Electronic, Semiconductor, Auto and Industrial applications.

RESPONSIBILITIES

- 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

- University degree 大学本科毕业
- Education: Electronic, Engineering, Chemistry, Physics, etc. 相关专业：电子、工程、化学、物理等

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- 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, Good presentation skill 良好的英语读、写、说能力，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
- 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
- Strong sense of responsibility 责任心强
- Be able to travel intensively 能够频繁出差
- Home Base in South China (Shenzhen, Dongguan) 家住深圳或东莞
- Having driving license 有驾照
- Flexible working hour system 不定时工时制

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 | South China Technical Sales Manager- Dongguan / Shenzhen [CDS-2023-036]

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