

## Sales Engineer 销售工程师

**Location:** Foshan  
**Sector:** Manufacturing  
**Starting date:** ASAP  
**Report to:** Sales Manager  
**Job Reference:** CDS-2024-029

### ABOUT THE COMPANY

Our client is a worldwide leader in the specialist interconnect field, who offers interconnect solutions for the most challenging markets including aeronautics, space, military, medical, industry, electronic, automotive, energy and research. The group has plentiful experience in designing and manufacturing custom design wires, composite cables, flat flex cables, cable assemblies, stamping, moulded and overmoulded components, connectors and mini-systems for high tech applications.

我们的客户是专业互连领域的全球领导者，为航空、航天、军事、医疗、工业、电子、汽车、能源和研究等最具挑战性的市场提供互连解决方案。该集团在设计和制造用于高科技应用的定制设计电线、复合电缆、扁平柔性电缆、电缆组件、冲压、模压和过模组件、连接器和微型系统方面拥有丰富的经验。

### RESPONSIBILITIES

- Assist in following up on the maintenance of new products entering the market (develop new customers and new business areas).  
协助跟进新产品进入市场的维护工作（开拓市场新客户、开发新业务领域）
- Responsible for identifying potential customers or sales opportunities and conducting necessary market research and market competitor analysis.  
负责识别潜在客户或销售机会，并进行必要的市场调查和市场竞争对手分析
- Responsible for visiting customers, providing products or services to customers, and making timely reports after visit.  
负责拜访客户，为客户提供产品或服务，拜访客户后及时进行报告
- Assist customers in designing products, try our best to import our products, quote to customers, negotiate and try our best to facilitate cooperation.  
协助客户设计产品，尽力导入我司产品，向客户报价，议价并尽力达成合作
- Assist in handling customer audits.  
协助处理客户审核
- Assist in handling customer complaints.  
协助处理客户投诉

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- Responsible for collecting overdue payments from customers.  
负责跟进客户逾期货款
- Regularly maintain good customer relations and enhance customer loyalty on our company.  
定期维护良好的客户关系，增强客户对我司的依赖程度

## REQUIREMENTS

- College degree or above.  
大专及以上学历
- At minimum 2 years' sales experience in relevant sectors.  
至少2年相关销售经验
- Strong market analysis, marketing and promotion skills and good interpersonal communication and coordination skills, analytical problem-solving skills.  
具有较强的市场分析、营销推广能力和良好的人际沟通协调能力和分析解决问题的能力
- Familiar with wire, cable, wire harness, connector product market, have relevant product sales experience, understand the industry mainstream technology.  
熟悉电线、电缆、线束、连接器行业产品市场，有相应的产品销售经验，了解行业主流技术
- Fluency in both writing and speaking English.  
能流利地使用英语进行书面和口头交流
- Good learning ability and capacity to deal with high pressure environment.  
良好的学习能力和强大的抗压能力
- Outgoing, open minded, unassuming, with competitive mind-set.  
性格开朗，富有好奇心，不卑不亢，乐于竞争
- Frequent travel required.  
愿意出差

## APPLICATION

Please send your resume and your motivation letter to:

[sc-recruitment@ccifc.org](mailto:sc-recruitment@ccifc.org)

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

Ex. Your name | Sales Engineer – Foshan [CDS-2024-029]

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