

## Regional Sales Manager

### 大区销售经理

**Location:** Beijing, China

**Starting date:** ASAP

#### ABOUT THE COMPANY:

The company provides a complete range of solutions for the conversion of oil and biomass to cleaner fuels, the production and purification of major petrochemical intermediates, the chemical recycling of plastics, all natural gas treatment and conversion options along with water treatment and carbon capture.

该公司提供将石油和生物质转化为清洁燃料、生产和提纯主要石化中间体、塑料化学回收、天然气处理和转化方案以及水处理和碳捕集等领域的全套解决方案

#### ABOUT THE JOB:

The company has an opportunity to hire a new Regional Sales Representative in order to work on Licensing and Products for Refining, Petrochemicals and Renewables technologies. Chinese market is in deep transition and it is a great opportunity to be part of a dynamic team in expansion with a good mix traditional technologies and new businesses.

该公司将招聘一名新的区域销售代表，负责炼油、石化和可再生能源技术的许可和产品工作。中国市场正处于深度转型期，这是一个很好的机会，可以加入一个充满活力的团队，拓展传统技术和新业务。

#### MISSIONS:

- Develop customer relationships with companies looking to deploy Renewables solutions  
与希望使用可再生能源解决方案的公司发展客户关系
- Cultivate customer long-term relationships with historical companies to understand their needs  
与历史悠久的公司建立长期的客户关系，了解他们的需求
- Communicate with our technologists and business developers in order to build adapted solutions for

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### Chinese customers

与我们的技术专家和业务开发人员沟通，以便为中国客户制定合适的解决方案

- Calling at all levels, including senior levels, of target customer organizations; engaging early with customer that are seeking technologies answering to their needs  
与目标客户的各个级别（包括高层）建立联系；尽早与正在寻求技术解决方案的客户建立联系
- Hold technical meeting with end-users with the support of our experts and technologists  
在专家和技术人员的支持下，与终端客户进行技术会议
- Have the ownership from a lead stage of opportunity to the final negotiation until the signed contract with the support of Associate Commercial Director and other people such as Technologists, Technical services engineers, Sales Supports and Lawyers (including but not limited to NDA preparation, Bid technical documentation, commercial negotiation and contract negotiation)  
在商务副总以及技术专家、技术服务工程师、销售支持人员和律师等其他人员的支持下，负责从潜在机遇到最终谈判直至签署合同的整个过程（包括但不限于 NDA 准备、投标技术文件、商务谈判和合同谈判）
- Follow the contract execution in order to ensure the customer satisfaction  
跟进合同执行情况，确保客户满意
- Manage your opportunities in the company CRM pipeline  
在公司CRM管道中管理机会
- Present at conferences/public events our solutions  
在会议/公共活动中介绍我们的解决方案
- Participate in the collection, synthesis and use of data relating to Chinese market  
参与收集、综合和使用与中国市场有关的数据

### REQUIREMENT:

- Willingness to travel (>30 %)  
出差意愿（大于 30%）
- Be curious  
有好奇心
- Be motivated to learn existing and our new technologies  
积极学习现有技术和我们的新技术
- Be customer oriented  
以客户为导向

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- Be results oriented and problem solver with a positive attitude and sense of negotiation  
以结果为导向，态度积极，善于解决问题，具有谈判意识
- Efficient communicator with storytelling skills  
有高效的沟通和叙事能力
- Act as a good team player with strong listening skills, in order to exchange with all your stakeholders  
具有良好的团队合作精神，善于倾听，具有与所有利益相关者进行交流的技能
- English and Chinese language must be fluent  
流利的英语和中文
- French language is appreciated but not mandatory  
会法语更佳

## BACKGROUND:

- Engineer in chemistry, chemical Process engineering or generalist preferably having good basis in process and / or catalysis, with a first significant experience, either in basic engineering design, or of operation of industrial units, or in the field of refining catalysts and/or petrochemicals or in sales of industrial products.  
化学工程师、化学工艺工程师或通才，最好在工艺和/或催化方面有良好基础，并在基础工程设计、工业装置运行、炼油催化剂和/或石化领域或工业产品销售方面具有丰富的一线工作经验。
- Ideally between 3 to 10 years of professional experience  
最好有 3 至 10 年的专业经验
- Open to junior level  
向初级人员开放
- The Company values experience in Sales with a hunter's attitude and financial awareness of the levers that can be applied to make project feasible  
企业看重的是销售经验、猎人态度以及财务意识，这些可使项目更具可执行性的因素。

## APPLICATION:

Please send your resume to: **bj-hr@ccifc.org**

有意者请将简历投递至邮箱: **bj-hr@ccifc.org**

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