

1 Job summary:

As a Sales/Marketing position in our company (www.4tec.com), you will be responsible for developing new customers, as well as following up with old customers for developing new project inquiries.

Our services include all common manufacturing processes such as injection molding, CNC, extrusion, die casting, welding of aluminum structures etc., but also electronic products (PCBAs, mechatronic components, cables) and the assembly of such components into sub-assembly groups.

A good technical knowledge and organization skills are essential.

2 Core Responsibilities:

- Develop the overseas business opportunities with new customers and new markets
- Maintain old customer relationships to actively promote new project cooperations
- Assist in handling customer complaints, dig out any potential customer needs
- Analyze the industry development trends and competitors' businesses and report to the company
- According to the company's sales targets and customer needs, develop overseas agents or service partners, formulate and implement sales plans and complete individual performance KPI assessment
- Decide on what is needed for necessary marketing material and follow up on the implementation

3 Qualifications

- Excellent technical understanding (Bachelor diploma in Mechanical/ Manufacturing Engineering)
- At least 5-10 years of overseas sales experience for mechanical products
- Excellent communication skills in the technical field, in written and verbal form
- Service / customer oriented
- Excellent and proficient German and English language skills in speaking, writing and reading

Your application must include: CV in English and German

Contact:

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