

 LOCATION: SHANGHAI

HEUFT SYSTEMTECHNIK GMBH is a successful medium-sized German company with currently 18 subsidiaries worldwide. We are the technology leader in the areas of quality assurance and efficiency management in the food, pharmaceutical and beverage industries.

Since more than 15 years we are represented in China, which is a crucial part of our market success.

Our Chinese subsidiary is well established, many of our employees have been working more than 12 years in our company. We are very proud to have such a stable team supporting our activities in China, as well as our young and positive company culture.

We are currently looking to expand our team with a

TECHNICAL SALES MANAGER (M/F/D)

Your tasks:

- Support of the General Manager in technical and sales issues
- Market observation, development and implementation of market strategies
- Ongoing improvement of our After Sales quality
- Support the sales team in customer acquisitions, negotiations and presentations
- Contact person for the sales team regarding the processing of technical questions during the preparation of quotations and the processing of biddings
- Guide your team during the support and commercialization of technical customer projects
- Participation in national and international trade fairs

Your qualifications:

- Education as an engineer in electronics, mechanics or automation
- Fluent Business English, Chinese language skills would be an advantage
- Very good knowledge and skills to work with new technologies in new markets, IT-Office Tools and networks
- Three to five years of business experience in a similar position
- Initial leadership experience
- Implementation capabilities and commercial orientation
- Solution-oriented, assertive personality

You should be:

- Sure that you really want work and live in China - interested to understand and accept Chinese culture
- Interculturally competent, especially regarding the mediation between German and Chinese expectations
- Passionate to work in a highly flexible environment
- Able to stay organized even when juggling chaotic workloads
- Dedicated to HEUFT Technology and a German quality approach
- Highly motivated, responsible, reliable, loyal and determined
- An assertive yet empathic leader, who helps, guides, motivates, supports and develops our employees

If you are interested and a suitable candidate please send your application, including your full resume, to human.resources@heuft.com.