

## Sales Engineer (m/w/d)

**Location:** Changzhou / China

**Entry Date** Immediately

### Your Responsibility:

- Technical sales for nonstandard production equipment (turn-key system) in the field of automotive and general industry
- To understand customers' requirements through active approaching and capable to bring a competitive solution which satisfies customer needs
- Systematic sales approach, as well as analysis and evaluation of customer requirements
- Development of individual concepts including cycle time calculation, layout and cost estimations
- Organize concept meetings with customer and able to do quotation presentations
- Support project managers and working well in a team
- Develop new customers , manage customer relationships and maintaining the customer long-term strategic cooperation plans
- Close cooperation internally with other departments and the company's management

### Your Qualification:

- Mechanical knowledge background, preferably with experience in nonstandard automatic production equipment industry
- above 2 years of experience in technical sales
- knowledge of drawing the concept, calculate and negotiate with customers
- knowledge of the target market in the machine industry
- English, read and written, spoken is prefer
- MS Office and CAD skills
- Willing to travel and able to work under pressure

### Contact

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