



International Top Talent

International Top Talent is looking for

Sales Manager

Location: Suzhou, China

You will work for an international company which is active in the manufacturing of high tech capital equipment. Your work is to develop a new network with key international clients and establish good relationship with major decision makers of key accounts. You will be responsible for customer communication, quotation process, cost management, day to day operation, and managing a 9 staff team. You will act as one of key members of company's top management team.

Your responsibilities as a Sales Manager

As a sales manager, you have the following responsibilities:

- Coordinate and work with all relevant departments to ensure that products are delivered according to customer specification and on time to the customer
- Conduct effective communication with customers, handle the complaints and solve them
- Develop new customers and sales to key customers
- Run the day to day operation and activities of department
- Manage a 9 staff sales team, lead and motivate team members to fulfill the commitment
- Offer quotations to customers in right way, use strong negotiating skills in quoting to customers and overseeing the process

Are you the one we are looking for?

- University degree in Mechanical or Electrical/Electronics Engineering
- 8 years relevant working experience in sales field or key account management with 3 years experience in managerial position
- Comprehensive experience in complex negotiation and concluding of international and Chinese contracts
- Knowledge of MRP (Baan) system is a plus
- Good social and communication skills
- Fluent English skills, preferably of almost native level
- Strong personality and leadership skills, able to work under pressure

Benefits

You will get a competitive salary and good benefits. On-job training will be provided by employer.

Interested?

Mail us at [julie.zhang @ internationaltop talent.com](mailto:julie.zhang@internationaltop talent.com)

About International Top Talent

International Top Talent (ITT) matches professionals from China to companies and research institutes from and in the Netherlands, Europe. We focus in particular on engineers and professionals with a technical background. Through a personal approach, we help international candidates to prepare for assessments and interviews at the international companies. We also assist in the relocation process. International Top Talent is active in the Netherlands and in China.

www.internationaltop talent.com