



JOB DESCRIPTION

2017-072



The Company

Our client is an Austrian (奥地利) market-leading manufacturer for universal measurement solutions. The uniquely modular system architecture makes it possible both to supply customized measurement systems in short time and to extend existing systems on request. It has offices in Beijing and Shanghai to support its Chinese market. It has been successfully developing its Chinese market since 2001. Clients like 中国商飞, 一汽, 东风汽车 and 国家电网 underline their strong reputation in China.

Expectation

We are looking for a self-driven, professional manager with comprehensive team leading experience. He/she should have contacts in the measurement industry (Power&Energy, machinery, public transport ...) and develop our organization in China. With a strong experience in change management he/she will transform our existing organization in China into a modern sales organization.

Duties & Responsibilities

- ☐ Organizational management:
 - Lead the team in an honest, transparent and motivating way
 - Establish a strong link to the headquarters management and technical team
 - Set up a sales controlling and administration competence
 - Implement the measures and processes proposed by the Board of Directors
 - Build efficient HR, IT, Finance, Marketing, Support, Service, Purchasing
 - Prepare and execute the business plan
- ☐ Strategic sales management, in close cooperation with the headquarters:
 - Focus on and strengthen the local marketing activities
 - Implement lucrative after sales support and services
 - Control our distribution channels and optionally extend to more, together with our local Sales Director
- ☐ Operational sales management and sales, together with Sales Director:
 - Funnel and forecast management, reporting to HQ
 - Ensure efficient coordination of the sales team activities
- ☐ Reporting to international group headquarters in Austria
- ☐ Taking part in annual management meeting in Austria

Requirements:

- Min. 5 years of experience in management and leadership
- Min. 5 years of experience in direct sales in the Chinese market, and having good access to the target industries (preferably for Power Analyzer)
- Having a good basic understanding of data acquisition (sensors, signal conditioning, ...)
- Technical education (ideally test and measurement technology and instrumentation, electronics or mechatronics)
- Enjoying to work in an international environment
- Willingness to travel
- Excellent English skills
- Good communication skills, self-driven and self-motivated

If you are interested in this job please contact Mr. Steinkellner for more information

(<mailto:manfred.steinkellner@chinaservices.at>) and indicate reference number 2017-072.

References

