

POSITION: China Sales Engineer hydraulic pumps and valves – Industrial segments

COMPANY PROFILE

The Company based in Northern Italy, in order to support the existing Asian Customer base and increase its market presence is willing to base in China its regional hub for Asia and is now looking for a China Sales Engineer.

The Company:

- Is active in the design, manufacturing and marketing of hydraulic screw, high pressure pumps and hydraulic valves;
- Has developed and implemented a breakthrough proprietary technology that enhances the products' performances with respect to those of comparable competitors'.
- The market segments where the Company operates are: industrial equipment (presses, machine tools, balers, compactors, etc.), power generation, marine, oil & gas, mobile, etc.

SKILLS

- ✓ The candidate should have a high degree of entrepreneurial attitude, combined with a previous specific experience in the promotion and sales of hydraulic components and/or hydraulic pumps (e.g. screw pumps, gear pumps, vane pumps, piston pumps, etc.).
- ✓ Autonomy in client development and management together with understanding of market and distribution agreement dynamics are required.
- ✓ Proven previous success track record in the industry is necessary.
- ✓ Deep knowledge of products application and market segments highly requested
- ✓ Commercial area to be covered: PRC.
- ✓ Language skills: Chinese mother tongue and English are mandatory.
- ✓ Educational background: technical is preferential.

JOB DESCRIPTION

The Candidate will operate with a great deal of autonomy to develop the Chinese market in different industrial market segments. Frequent business trips within China for customers' scouting are required. Previous specific experience in the promotion and sales of hydraulic components and/or hydraulic pumps (e.g. screw pumps, gear pumps, vane pumps, piston pumps, etc.) and/or valves to industrial customers are mandatory.

Key activities will be:

- i) identification and securing of OEM key accounts;
- ii) identification and securing of Distributors,
- iii) support to the Distributors,
- iv) develop relationship with design institutes and engineering offices in order to foster the company's products specifications.

REPORTING

- ✓ The Candidate will be reporting hierarchically to the Regional Sales Manager Asia based in China.

- ✓ He/She will also have a frequent functional interaction with the Sales Support Engineer for Asia (based in South Korea) and with the engineering team of the European headquarter for the development of specific projects or new products.

Please send your resume to: maricabarezzani@barbatelli.net