

„A trusting relationship with customers and sales representatives is essential for a good partnership. That's what we aim for every day.“

Regional Sales Manager Beijing

Essential Job Functions

- Handle business in defined territory, set up a clear sales objective and goal, work closely with company and partners to win and beat target
- Develop the area business plan together with line manager and distributors to ensure alignment with national brand strategy
- Develop regional Key Accounts by intensive scientific interactions
- Track distributors' performance and find solutions in performance improvement possibility in responsible area. Also support them in product and sales training.
- Create new customer & prospect accounts, recruit distributors
- Report directly to the General Manager
- Field incoming customer calls and emails (technical & economical support)
- Support trade show attendances and seminars
- Utilize ABAS CRM to document sales activity

Requirements

- At least 5-7 years relevant experience in sales and electric components
- Technical understanding of our products and the ability to communicate the benefits
- Motivate yourself by cultivating a culture that is consistent with company values
- Must be comfortable travelling to other cities. 70%+ travel based on sales geography.
- Excellent time management skills, ability to prioritize multiple tasks
- Professional experience in MS Office
- Strong communication skills
- Good language skills in English, both spoken and writing

Benefits

- Flexible working conditions and great opportunities for personal development
- Full-time employment and competitive salary
- Exciting projects with industry leading, global customers
- Many trainings and corporate health insurance benefits
- A German company with a unique corporate culture and highly motivated international teams with a great team spirit

Who we are

Ideas move the world – this has been our motto under which we have been developing innovative cable management systems since 1995.

From our headquarters in Eschach, Germany, we produce our smart cable management solutions and distribute them in more than 60 countries. We are a strong and reliable partner for the industry together with our subsidiaries in Europe, China and North America as well as our global representatives.

Globally leading companies from various sectors rely on our know-how and our innovative strength. Numerous patents and certifications are both an incentive and aspiration for us.


How you can apply

Are you interested in challenging and varied tasks in a future-oriented and innovative industry?

Please send resumes to
伊克泰格贸易（上海）有限公司
上海市松江区中心路1158号
漕河泾科技绿洲6号楼504-1室

or send an e-mail to info@icotek.cn

More information

 icotek.cn