

The position as Sales Manager is based in PR electronics' established Shanghai headquarters.

Email your application and resume in English to:

General Manager

Simon Bisbo

sbi@prelectronics.cn

Ph.: +86 21 61671870

We're an ambitious company that develops and manufactures Signal Conditioners for Factory Automation and the Process Industry. Our 200+ employees around the world embrace a One Company culture, with a global structure made up of eight sales subsidiaries and a network of distributors.

PR electronics strongly believes in nurturing the pioneering Spirit, incorporating creativity and innovation into our processes and products, and promoting excellence and well-being in everything we do.

WORLDWIDE for the Process Industry



Sales Manager China

Job Objective:

Responsible for the development and performance of all sales activities within your sales territory. Optimum performance of maximum profitability and growth in line with company vision and values. Implements plans and strategies to retain and expand the customer base in the market area and contributes to the development of a world class sales organisation.

Responsibilities:

- Organizational responsibility for the Sales Engineers
- Implement a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability
- Responsible for achieving sales related KPI's
- Provide timely feedback to RSD
- Responsible for the annual sales budget
- Responsible for the performance of all sales engineers
- Responsible for training and maximizing all sales engineer's potential
- Responsible for sales related expenses to meet budgetary guidelines
- Responsible for maintaining and growing key accounts

Relationships and Roles:

- Set examples for Sales Engineers in areas of personal character, commitment, organizational selling skills, and work habits
- Build a team of proud sales engineers who live and breathe for PR, the brand and the vision
- Demonstrate authority and responsibility with accountability and follow-up
- Maintain and grow contact with key clients in the market area to ensure high levels of client satisfaction and market knowledge
- Demonstrate ability to interact and cooperate with all company employees

Job Specifications:

- 5-7 years of experience in sales management
- Experience and optimizing the potential of our CRM system
- Strong understanding of customer and market dynamics and requirements
- Willingness to travel and be part of a global team of professionals
- Strong understanding of process and/or factory automation
- Proven leadership and ability to drive and motivate a sales team
- Required criteria: Competence, Drive, Commitment, Loyalty and Enthusiasm
- Competent business acumen
- Fluent English

We're offering:

- An international environment where your daily routine will put you in touch with people around the globe
- An awesome team where individuals are respected and nurtured
- An environment where innovation and life-long learning are constant priorities
- We have AAA credit rating which offers a very secure working environment and future
- Attractive compensation package including bonus and pension programs

If this is you, get in touch! We can't wait to meet you. Contact Simon Bisbo at tel. +86 21 61671870 .