

Sales engineer-JD 销售工程师

About Alicat公司简介 :

Alicat is a world-famous manufacturer of flowmeter, flow controller, pressure gauge and pressure controller. Alicat Scientific Inc. was established in the United States in 1991. It is part of the Environmental and Analysis Division of Halma Group. Alicat is responsible for experimental scientific research, environment, biology, analysis, fuel cell, food and beverage, etc. Industry customers provide fast, accurate and stable mass flow and pressure measurement and control solutions.

Most of Alicat products adopt internal compensation laminar flow differential pressure technology, use Poiseuille's law to automatically compensate for the difference between volume flow and mass flow caused by pressure and temperature, correct the user's standard operating conditions, and finally accurately measure the medium Mass flow, volume flow, pressure and temperature.

Alicat为全球知名的流量计、流量控制器、压力计、压力控制器的制造商。艾里卡特科技有限公司(Alicat Scientific Inc.)于1991年在美国成立,隶属于英国豪迈(Halma)集团环境与分析事业部,致力于为实验科研、环境监测、生物制药、检测分析、燃料电池、食品饮料等行业客户提供快捷、精准、稳定的质量流量和压力测控解决方案。

Alicat大多数产品采用独特的内部补偿型层流差压技术,利用泊肃叶定律,并依托精密的机械制作工艺及先进的电子技术,来进行补偿因压力和温度引起的体积流量和质量流量间的差异,对用户标准工况进行修正,可以精确测量出介质的质量流量、体积流量、压力和温度。

Location: Guangzhou, Shenzhen, Wuhan / 工作地点: 广州, 深圳, 武汉

Report to: Sales Manager/汇报对象: 销售经理

Responsibilities Include/职位描述:

1. Responsible for the sales and business development of Alicat flowmeter and flow controller.
负责Alicat流量计、流量控制器的销售和拓展工作

2. Promote the popularity of Alicat products in related industries/users and promote the application of Alicat products in the industry.
提升相关行业/用户Alicat产品的知名度和推广Alicat产品在行业的应用
3. Develop regional and industry partners.
发展华中和华南区域业务及行业合作伙伴
4. Completion of the company's sales targets.
完成销售业务增长指标
5. Regularly contact and visit customers, understand customer' s needs, and actively provide customers with quality service.
定期对客户进行联络拜访, 了解客户需求, 积极为客户提供优质的服务
6. Project tracking, business negotiation, order signing, provide outstanding pre-sales product selection and after-sales technical support service for new and existing customers.
项目跟踪, 商业谈判, 签署订单, 为新老客户提供杰出的售前产品选型和售后技术服务
7. Follow up contract signing, order entry and unpaid payment.
跟进合同签订、订单录入、跟进未付款项
8. Responsible for regional sales pipeline management, including sales opportunities following, opportunity quantities and amount forecast, closed opportunities review, industry / application strategy and implementation.
负责区域销售机会管理, 包括: 销售机会跟进, 销售机会产品数量和金额预测, 已完成机会复盘, 行业/应用针对策略和实施
9. Communicate and report sales progress with line manager regularly.
定期与直线经理沟通汇报销售工作进度, 更新销售机会跟进信息

Requirements/要求 :

1. Bachelor degree or above, major in instrumentation or automation or related
大学本科以上学历, 仪表或自动化及其相关专业
2. At least 2 years sales experience in instrument equipment (flow, pressure, temperature, liquid level), familiar with related market in process control field
2年以上仪表设备 (流量、压力产品、温度、液位) 销售经验, 熟悉过程控制领域的相关市场
3. Good execution skill, communication skill and team work spirit
良好的执行力, 沟通能力和团队合作精神
4. Must have professionalism and a responsible attitude
必须具备敬业精神和负责任态度

5. Good at English and computer skills
具有良好的英语水平和计算机操作能力
6. Ability to define and propose actions to improve creativity
有定义和提出行动以提高创造力的能力
7. Self-motivation, diligent, life cycle learner
具备自驱力, 勤奋, 终身学习
8. Like challenging work and have strong desire to succeed
喜欢具有挑战性的工作并有强烈的成功愿望

Corporate welfare / 公司福利:

- 五险一金、商业保险
Five insurances and housing fund, commercial insurance
- 带薪年假
Paid time off
- 海外培训机会, 专项技术培训
Overseas training opportunities, Special technical training
- 独立自主的工作角色
Independent working role
- 优秀的团队配合, 团队年轻有活力, 互相帮助成长
Excellent teamwork, young team with passion, helping with each other.
- 多样性的职业发展机会
Diverse career development opportunities
- 进入快速增长的国内乃至全球高科技仪器仪表行业的机会
Access to the rapidly growing domestic and even global high-tech instrumentation industry