

Title: Field Sales Engineer_Shenzhen

Target: Measured based on target system objectives that currently apply for market-oriented functions.

Job Responsibilities

- Implements the agreed strategy in his/her sales area in line with time, cost and quality requirements. He/she develops a solution offering for his/her markets/customers/channels made up of HARTING and non-HARTING products and services, including VAB, that meets customer requirements and provides clear technical and economic added value compared to the competition.
- He/she analyses the organization and decision-making structures for the customer supply chain and produces an internally coordinated development strategy. Based on his/her knowledge of the requirements, he/she develops new sub-solutions, initiates the development of new products and the creation of specific solution concepts.
- He/she provides technical support to customers and support in design efforts.
- If he/she possesses specialist knowledge, he/she passes it onto colleagues through training and individual support.
- Responsible for all HARTING products, solutions and services in the triad as per customers taken over in the sense of "one face to the customer."
- Market observation, permanent "market screening" to identify existing/future market potential. He/she uses market, competition and sectoral analyses and local technical expertise for the sales process. Through an appropriate number and quality of customer visits, he/she proactively identifies planned customer developments and can derive corresponding solutions or name competent contact partners.
- Customer contact management – produces and implements measures to ensure customer loyalty and new customer acquisition.
- Acquisition of new customers and launch of new products in line with time, cost and quality requirements as per the strategic goals.
- Reporting – production of customer reports and "opportunities". Regular customer visits, timely documentation of number and quality in CRM.
- Receipt of quality complaints – professional acceptance and forwarding to the specialist departments.

Requirements

- The candidate is university graduate in Electronics Engineering or related discipline.
- Has proven that he/she knows all relevant customer contact partners and has successfully positioned applications and designed in new products on the market (verifiable sales success).
- Has over 3 years of experience to sell Siemens, Schneider, ABB and Rockwell PLC or drive system product is a plus. Solution sales skill is a plus.
- Possesses the ability to proactively develop solutions based on knowledge of the sector and customer requirements (Solution Selling) and to adapt these to specific requirements together with the customer and to sell them.
- Has proven ability to successfully sell products, solutions and services in the relevant areas.
- Complete in spoken and written English is a requirement.