

Regional Sales Manager, South China

The position of Regional Sales Manager, South China will be located in Guangzhou, Shenzhen or Shantou and will report to the Sales Director Brewing Industry.

Job Description:

The main responsibilities are to maintain a good rapport with the existing customers in west China by providing excellent customer service and engineering support, work closely with colleagues in Germany and be involved in mapping out the overall sales strategies and business plan for China. The role is also to create sales demand, negotiate and prepare quotations & contracts, and identify new potential customers in the beverage, brewing, dairy and chemical industries. In addition, it includes the management and motivation of the agents and strategic partners. Potentially, the role will grow into a management level in the future.

Job specification:

Ideally, you should be an Engineer by profession in electronics, automation or physics and have more than 5 years' technical sales experience in the engineering field, preferably in the beverage or brewing industry. Exposure to working in multinational corporations will be an advantage.

To succeed in this role, not only are you required to be mature and independent, you must be pro-active, strategic, committed and responsible. Excellent communication and interpersonal skills along with a good command of English are prerequisites.

Qualified candidates should submit resume to:

HEUFT CHINA

Plant 4, Chengjian No. 351,
HongCao Industrial Park
201108 Minhang District, Shanghai
CHINA