



Lenze is a globally operating enterprise from Germany with its core competencies in drive and automation technology. We develop, manufacture and sell innovative products, comprehensive solutions and complete systems. In more than 40 locations worldwide, our committed employees offer value-added solutions to our customers.

Lenze Drive Systems (Shanghai) Co., Ltd. is the subsidiary of Lenze in mainland China. In our production plant and in our R&D center in Shanghai, our motivated employees are working to meet the requirements of our local customers. With more than 14 sales offices we are present throughout many parts of China in order to provide optimal service and support.

For our Sales Dept. in Guangzhou office we are looking for a

Sales Manager

Target

- f Ensure a smooth sales process towards the customer and internally
- f Maintain good relationship with current customers and develop new customers and markets

Your responsibilities

- f Develop maintain and follows up with the major projects and customers
- f Resolve customer complaints regarding sales and service
- f Monitor customer preferences to determine focus of sales efforts
- f Initiates and coordinates sales plans to penetrate new customers
- f Be responsible for sales calls, including product presentations, negotiations, and project tracking for all the company products and services

Your profile

- f University degree in electronic or mechanic engineering or automation control
- f Good knowledge of drive system products
- f 5 years working experiences, minimum 3 years in selling electronic & mechanical products
- f Cooperative, good marketing sense
- f Knowledge in logistic, packaging, food & beverage industries is a plus
- f Have a vast knowledge about the drive technology market in the respective region

Our offer

- f You work with an enthusiastic team in an challenging international environment
- f You experience a company culture that is based on trust and partnership
- f You have the opportunity to influence the company strategy with your ideas
- f You benefit from a huge offer of trainings and have the chance to pursue different ways for your career development

Does this offer raise your interest?

Then please get in contact with us – ideally via E-Mail:

Contact

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Resources

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