

icotek China is hiring for a full-time

icotek®
易科智连

Business Development

What everyday working life looks like at icotek China

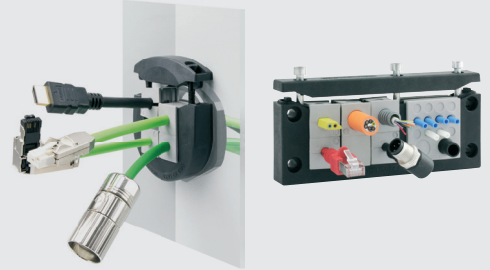
- Conduct research to identify new vertical markets, new accounts, new product needs and market requirements through prospecting, meeting, networking with decision makers mostly in technical environment
- Create forecasts about future tendencies for new business opportunities
- Perform market / product / competition analysis and provide strategic recommendations and advice to grow our sales performance, with focus on New Energy (Storage, Fuel Cell, Heat Pump) and e-Charging Hardware
- Visit existing and prospective accounts to promote icotek cable management solutions in our target markets
- Create technical solutions, self-reliant and with the icotek team and present the solution to the customers
- Generate new profitable business to increase sales volumes and to support the company growth
- Achieve implementations in best practice listings mainly with large OEM's
- Close networking with the Business Development Team
- Visiting and attending conferences, meetings, industry events and fairs

The ideal candidate will have

- BSc/BA in technical studies or similar technical skills
- Working experience as a business development manager, key account manager or in field sales
- Proficiency in MS Office and CRM software (e.g. Salesforce)
- Good knowledge in English language
- Excellent communication, sharp negotiation and networking skills
- Readiness to travel (> 50%)

At icotek you will receive

- Flexible working conditions and great opportunities for personal development
- Full-time employment and competitive salary
- Many trainings and corporate health insurance benefits
- A german company with a unique corporate culture and highly motivated international teams with great team spirit



About icotek:

icotek distributes our line of cable entry solutions throughout 60 countries. Our corporate headquarters and production facility, headquartered in Eschach, Germany, supplies all of our subsidiaries throughout Asia, North America and Europe.

Our innovative solutions can be found in systems and machines all over the world. Industry leading manufacturers rely on our solutions and engineering expertise to solve a multitude of cable management issues.

如何申请

请发送您的简历至:

kevin.zhang@icotek.cn



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More information

 www.icotek.cn

易科智连新岗位

icotek®
易科智连

全国业务发展经理

职位描述

- 通过寻找新应用领域、参加行业会议、与技术专家交流，挖掘新行业、新客户、新产品以适应市场发展需求。
- 预测相关新行业的发展趋势，寻找新商机
- 进行市场/产品/竞争分析，提供战略建议，从而提高销售业绩。主要聚焦如新能源(储能，燃料电池，热泵)和充电桩
- 拜访现有和潜在客户，在目标市场推广icotek产品和解决方案
- 自主或者与团队一起提供技术方案并展示给客户
- 发展新的盈利业务，增加销售额，支持公司发展
- 跟踪大型OEM厂商并高效合作，实现销售目标。
- 与业务开发团队密切联系
- 参加研讨会，行业会议，行业活动和参观展会

职位要求

- 理工科技术背景，或相关技术背景
- 具有业务开发经理、大客户经理或现场销售的工作经验
- 熟练掌握 MS Office 和 CRM 软件 (如 Salesforce)
- 良好的英语沟通能力
- 优秀的沟通能力、出色的谈判技巧

公司福利

- 轻松的工作环境和良好的个人发展机会
- 全职工作和有竞争力的薪资
- 培训、体检、保险等全方位的福利。
- 拥有优秀企业文化的德国公司及国际化团队



公司简介：

易科智连总部位于德国的Eschach，在全球60多个国家和地区销售我们的电缆引入系统和解决方案。依托德国Eschach的工厂，为我们遍布亚洲、北美和欧洲的所有子公司供货。

我们的创新电缆引入解决方案遍布世界各地的生产设备和自化系统之中。众多行业领先的生产制造商信赖我们的产品，以专业的工程视角来解决实际应用中的众多电缆引入问题。

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