

Oetiker is a successful, privately held Swiss group of global enterprises, which supply solutions for mechanical connecting solutions. Our high-quality products are sold all over world, mainly in the burgeoning automotive market, but also in other segments such as home appliances and medical technology. Steadily expanding with currently over 1800 employees in sites based around world, the Oetiker Group has ranked as one of the frontrunners in the industry for over 75 years.



To support our systems for maintaining and optimizing the technology behind our global product management knowledge base, we are offering at our site in (Tianjin, China) for the winter/summer semester (2017):

Account Manager-Aftermarket

Your responsibilities

Key tasks:

- Acquisition and development of customers with high-value CVJ applications in aftermarket within designated region(s) – China
- Pricing and operational margin development
- Responsible for negotiations with pricing, margin development etc.
- Execution of the different application sales activities supported by Application Management
- Verification of customer specific requirements and responsible for the compliance with ISO/TS16949 (for Vehicles Industry) and ISO 14000 norms
- Development of key accounts regionally and globally coordinated with all other regions
- Understands markets and identifies additional business potentials on country level

Your profile

Skills required:

- Bachelor Degree above, major in mechanical or engineering is preferable
- Have 3 years plus sales experience in industrial & trade or aftermarket industry
- Master in MS Offices, windows software usage
- Have license and good at driving
- Teamwork spirit, communication and interpersonal skills, quick learner
- Self-motivated, independence, and willing to learn
- Fluent English both speaking and writing

Our renowned company offers the opportunity for independent and flexible personalities to work in a global team with challenging and varied range of tasks.

Have we caught your interest?
We look forward to receiving a detailed application from you.

Oetiker China
No. 9, Tongda Road
Tianjin High-end Equipment Manufacturing
Industrial Park, Beichen District
Tianjin 300405, P.R. China
Telephone + 86 22 2697 1183
E-Mail: newstaff.cn.tianjin@oetiker.com
www.oetiker.com

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