

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):

Business Development Manager

Your responsibilities

Key tasks:

- New business development, project management, liaison window between end user and company, sales relationship maintenance
- Take care of QC for both passenger vehicle and Commercial new business planning and developing, as well as the technical service of all existing running business
- Relative technical customized or service need.
- Achieving new business targets, ensure accurate and efficient communication in close contact with customers, and cross functional staff in line with internal work flow
- Take initiative of developing new customers
- Close work with current trade channel, feedback market information and ensure the wholesaler perform in line with OCH policy on behalf of OCH
- Provide suitable business proposal, marketing analysis.
- Regular sales reporting

Your profile

Skills required:

- Good at communication with interpersonal skill
- Solid mechanical industrial technical knowledge
- Challenge and stress management capability
- Strong negotiation capability and skill
- Strategy thinking and planning skill
- Learning agility
- Self-inspired and proactive
- Fluent English oral and written
- Master in MS Office software, e.g., windows, Microsoft office, E-mail and internet
- Have driving license
- Being familiar with quality system experience in ISO16949

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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