

(Senior) Business Development Manager, Variable Speed Solutions, AMEA

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Company: Copeland

Location: Suzhou

Category: other-general

As Business Development Manager – Drives & Air Conditioning Variable Speed Solutions, AMEA, You will:

Build opportunity funnel of drives and variable speed solutions – air conditioning including system controllers and identify top customers to partner with in transport air conditioning segment.

Consolidate case working with regional sales and marketing teams and facilitate prioritization of opportunities to implement.

Involve solutions engineering group to build solution packages.

Lead regular meetings to supervise progress on the execution on the opportunity funnel.

Identify major accounts required to break in to improve the drive connect ratio.

Prepare vital documents, solutions marketing collaterals and sales and business development work to gain share.

Establish better understanding of transport air conditioning drive market requirements and standards working with product management and engineering team.

Required education, experienced and skills:

Bachelor's degree or above in Engineering or Electronics.

years or above working experience in product management, business development of

inverter drive industry.

Experience in HVACR industry, preferably in inverter drives/ power electronics segment.

Ability to work with local and global counterparts.

Proficient in English and Mandarin.

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