

Business development manager-HP

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Company: Atlas Copco

Location: China

Category: other-general

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Our solutions are a key part of most industries - electronics, medical research, renewable energy, food production, infrastructure and many more. Working with us means working with the latest technologies and groundbreaking, sustainable innovations.

Join us on our journey for a better tomorrow.

Your Role

What will you do?

To develop gas compressor business in China market

Implementation of the gas business strategy

Promote the gas piston compressor and screw compressor in selected industries by individual and team cooperation effort.

To organize technical training to key account customers and design institutes.

To develop and enhance good working relationship with customers and dealers in the territory to advance the selling efforts.

Responsible for account receivables in compliance with company credit policy.

To build a dedicated team on gas compressor sales.

Co-ordination with product, aftermarket, logistic and credit team

To interact with aftermarket team to provide good after sales service to customers.

To keep relationship with logistic team to ensure machine's delivery orderly.

Communication with product team in obtaining product support.

Responsible for account receivables in compliance with company credit policy.

You will report to National sales manager-HP & GAS in OFA.

To succeed, you will need

We are looking for a passionate person, a natural resourceful collaborator, who can further develop this important business line with a strong vision and capability to achieve results above expectations. A personal drive with entrepreneurial spirit and high level of energy, a person with a passion to develop and motivate people and to see them grow and with a strong belief that as a team we can make it happen.

We believe that you are a successful businessperson with extensive experience in sales or engineering. You are customer orientated and result orientated.

Ideally you are coming from compressor industry or having strong engineering background or compressor site experience. Of course, good command of compressor knowledge is a strong plus for you.

You have good communication skills in English.

You have a university degree with a solid technical and business background. You have good finance understanding.

In return, we offer you

As the right candidate you will work for a market leading company in a global environment since Atlas Copco are present in 90 countries. At Atlas Copco, you will get a challenging and purposeful job where you are. In Atlas Copco we have trust in our people and believe there is always a better way. You will be empowered to develop things to make it better. Once you are up to speed, can have multiple career tracks to choose from. The Compressor China Customer Centre consist of about people and offers great possibilities to grow in different directions within the business area in China and globally.

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