

C&P Sales Representative

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Company: Lectra

Location: China

Category: other-general

Gerber - China

C&P Sales Representative

INTRODUCTION

We invite you to embark on a journey. A technological journey towards the evolution of our society and our industries, powered by Industry 4.0 and supported by Lectra. Software, equipment, data and services... At Lectra, as a major player in the fashion, automotive and furniture markets, we contribute to the Industry 4.0 revolution with boldness and passion by providing best-in-class technologies. But it doesn't stop there. By enabling industrial intelligence solutions, we facilitate the digital transformation of our customers. And we're always on the lookout for new tech-enthusiasts to join the team! With more than 50 years of experience and a presence in over 100 countries around the world, we are 2,500 employees united by passion and driven by innovation. A unique journey awaits you at Lectra, are you ready to craft the future of technology together? Founded in 1973, Lectra reported revenues of 388 million euros in 2021 and is listed on Euronext (LSS). For more information, please visit lectra.com.

POSITION SUMMARY:

The primary function of this position is to develop Consumables and Parts (C&P) sales (sharpening belts, blades, drills, and rolls consumables such as paper or polyethylene) in the South China Region. The position also includes establishing account plans respecting Group requirements. This requires documenting potentials contributing to the growth of the company.

KEY RESPONSIBILITIES:

Within our customer accounts, the jobholder will:

Develop a strong strategy within the region leading to improved sales of consumables and parts

Develop Business Relationships between customers and Lectra in order to ensure a profitable long-term presence within the Customers' organizations

Participate, build and implement a strategy of frame supply agreements across the major strategic accounts in coordination with the corporate C&P structure

Build and implement a strategy of General agreements toward key customers in coordination with the corporate C&P business development team.

Achieve or exceed the objectives in respect of internal rules

Help to maximize our market penetration, our service differentiation and the company image

Define proposal drafting, quotations and lead negotiations

Launch marketing actions specific for consumables and parts

Logistics and order follow-up

Activity and opportunity follow-up/reporting (spare parts/consumables, technical activities)

Tools used: Salesforce – Oracle EBS - Office

POFILE

Technical background and education in a technical field mechanics, electronics, etc.

5 years or above of relevant experience related to manufacturing environment (ideally within consumables and parts activity) with a minimum of 2 years in direct B2B sales

Dynamic, tenacious and autonomous

Computer literate (Office software, Internet...) to be able to find information and master the offer, as well as ensuring reporting

Ability to cope with constant pressure

Sound negotiating skills respecting Lectra sales rules (no discount oriented)

Well organized and good in time management in order to well achieve yearly action plan

Capacity to handle a multitude of ongoing issues and an incisive mind to ensure focusing on priorities, both operational and business development, long and short term

Ability to challenge tradition with clear and, coherent arguments along with ability to achieve respect from technical colleagues

Fluency in Chinese and English is mandatory

Valid Driving license

Fluent in English (written and spoken)

TRAVEL:

There will be 70% of travel to customer sites in domestic China

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