



**icotek**<sup>®</sup>  
smart cable management.

*„A trusting relationship with customers and sales representatives is essential for a good partnership. That’s what we aim for every day.“*

## Regional Sales Engineer

### Essential Job Functions

- Handle business in defined territory, set up a clear sales objective and goal, work closely with area sales managers and partners to win and beat target
- Develop the area business plan together with line manager and distributors to ensure alignment with national brand strategy
- Develop regional Key Accounts by intensive scientific interactions
- Track distributor’s performance and find solutions in performance improvement possibility in responsible area. Also support them in product and sales training
- Create new customer & prospect accounts, recruit distributors
- Report to the area sales manager
- Field incoming customer calls and emails (technical & economical support)
- Support trade show attendances and seminars
- Utilize ABAS/CRM to document sales activity

### Requirements

- At least 2–3 years relevant sales experience
- Technical understanding of our products and the ability to communicate the benefits
- Motive yourself by foresting culture consistent with company values
- Willing to travel to other cities. 50%+ travel based on sales geography (Jiangsu, Zhejiang, Shenzhen, Dongguan)
- Excellent time management skills, ability to prioritize multiple tasks
- Professional experience in MS Office
- Strong communication skills
- English skill is preferred

### Benefits

- Flexible working conditions and great opportunities for personal development
- Full time employment and competitive salary
- Exciting projects with industry leading, global customers
- Many trainings and corporate health insurance benefits
- A German company with a unique corporate culture and highly motivated international teams with great team spirit

### Who we are

Ideas move the world – this has been our motto under which we have been developing innovative cable management systems since 1995.

From our headquarters in Eschach, Germany, we produce our smart cable management solutions and distribute them in more than 60 countries. We are a strong and reliable partner for the industry together with our subsidiaries in Europe, China and North America as well as our global representatives.

Globally leading companies from various sectors rely on our know-how and our innovative strength. Numerous patents and certifications are both an incentive and aspiration for us.


### How you can apply

Are you interested in challenging and varied tasks in a future-oriented and innovative industry?

Please send resumes to  
伊克泰格贸易（上海）有限公司  
上海市松江区中心路1158号  
漕河泾科技绿洲6号楼504-1室

or send an email to [info@icotek.cn](mailto:info@icotek.cn)

### More information

 [icotek.cn](http://icotek.cn)



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## 招聘简章\_销售工程师

### 岗位职责

- 负责管辖区域内的产品销售，与销售经理密切配合完成销售目标
- 与销售经理和代理商一起制定区域内业务计划，落实品牌战略规划
- 积极拜访客户，维护并加强现有客户关系，开发新客户
- 向区域销售经理汇报
- 处理客户来电需求及邮件
- 参加展会和研讨会
- 通过销售管理软件ABAS/CRM记录销售活动

### 任职要求

- 至少2-3年相关销售经验
- 理解我们产品且能很好地介绍给客户
- 认同公司价值和企业文化，并以此激励自己
- 愿意出差，根据所负责区域计划出差目的地
- 优秀的时间管理能力，能够抗压并积极处理复杂任务
- 熟练使用MS Office软件
- 较强的沟通能力
- 英语熟练者优先

### 相关福利

- 轻松的工作环境和良好的个人发展机会
- 全职工作和有竞争力的薪资
- 行业领先品牌并服务全球客户及项目
- 体检、旅游、保险等全方位的福利
- 拥有优秀企业文化的德国公司及国际化团队

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