

# Recruitment Advertisement



## 销售经理 Sales Manager – Welding Alloys China Beijing

WA 中国北京正在招聘一名销售经理。该岗位将直接汇报给总经理。

Welding Alloys China Beijing are currently recruiting for a Sales Manager. The position will report to the General Manager.

### 岗位性质 **Job purpose:**

负责公司产品销售和客户管理工作。

To be responsible for Company product sales and customer management.

### 主要职责 **Main responsibilities:**

1. 负责公司产品销售，达成销售目标。 - Responsible for company product sales and achieve sales targets.
2. 开拓新客户，维护新老客户关系。 - Develop and maintain relationships with clients.
3. 发掘需求，策划销售活动，推动商务谈判，参与招投标过程，促进项目实施。 - Explore demand, plan sales activities, promote business negotiation, participate in bidding processes and promote project realization.
4. 确保销售订单的执行及销售回款。 - Ensure execution of the sales orders and payment collection.
5. 协调外部供应商及公司内部各部门，保证生产、产品质量和产品交期。 - Coordinate with external suppliers and internal departments to ensure production, product quality and On-Time Delivery.
6. 参加要求的培训。 - Attend relevant training.
7. 服从上级工作上的安排，维护公司利益。 - Adhere to the superior's work arrangement, always protect and save company's interests.

### 职位要求 **Position Requirement:**

1. 英语听说读写流利。 - Good spoken and written English.
2. 有焊丝销售经验及人脉关系者优先考虑。 - Wire sales experience or connections preferred.
3. 与客户沟通的良好技巧。 - Excellent communication skills.
4. 自我激励和积极主动的个性。 - To be self-driven and pro-active.
5. 以解决问题为导向。 - Solution orientated.

If you have the capability of meeting the above requirements, please send in a covering letter along with your C.V. to:

[wang.lihua@welding-alloys.com](mailto:wang.lihua@welding-alloys.com)

如对该职位有兴趣且满足上述要求，请发送求职信和中英文简历至以上邮箱。

Closing Date: 31<sup>st</sup> January 2022