



Position:

Product Specialist——

Laser Machine

产品专员——

激光切割机

Department: Machine Tools

Location: Shanghai, China

Responsibilities:

- Become technical expert for 2D laser machines for sheet metal processing. Provide technical product support and training to sales department.
- Develop and implement comprehensive marketing plan to increase market share. Design product demonstrations for trade shows, marketing materials, technical seminars. Influence pricing strategy.
- Analyze competitor products and features and develop technical sales arguments.
- Define local customer requirements and communicate with R&D department in Germany. Assist in defining product development roadmap for next generation machines.

Qualifications and Requirements:

- Diplom/Master diploma from German University
- Major in Mechanical engineering or similar ("Maschinenbau", "Wirtschaftsingenieur" or comparable course of studies)
- Clear and well structured oral and written communication skills, strong analytical capabilities, good technical background in order to understand advanced machines and processing technologies
- Mandarin, fluent German, English: CET 6

部门: 机床部

工作地点: 中国上海

工作职责:

- 成为二维钣金加工激光器的技术专家，并提供技术产品支持及对销售部门的培训
- 开拓并实施全面的市场计划以增加市场份额。为展会、市场素材及技术研讨会设计产品展示。影响定价战略
- 搜集研究市场中同类产品信息并制定技术性的销售策略
- 了解当地客户的需求并与德国的研发部门联系。协助制定下一代机型的产品发展方向

基本要求:

- 德国工科硕士
- 机械，经济工程或其他相关专业
- 口头和书写交流技巧清晰且具有逻辑性，优秀的分析能力，良好的技术背景以理解先进的机器和加工工艺
- 中文、德语流利，英语六级水平