

Technical Sales/Business Development/Product Manager

技术销售/业务扩展/产品经理

Location

Guangzhou, China

工作地点:

中国广州

Experience

3-5 years background in aviation demonstrating strong experience in networking and technical skills

工作经验:

具有 3~5 年航空工作经验，在人际关系，销售技术方面有丰富的经验

Educational Requirements

Diploma in Aerospace Mechanical or Electrical Engineering / Bachelors degree or higher required

教育要求:

具有航空机械，电力工程专业本科或以上学历

Requirements:

任职要求

- Ability to lead pre-sales technical discussions
具备售前技术谈判的能力
- Present product demonstrations with prospects and airline customers
具备向航空公司介绍本公司产品的能力
- Gather and document implementation requirements from airline customers
具备收集整理客户要求的能力
- Service and lead new business development with current customer base
具备在现有客户源的基础上开拓新商机的能力
- Plan and coordinate marketing activities, including trade show participation
具备计划和统筹市场活动，例如展会等等的能力
- Develop and implement marketing and business development activities in assigned market
具备在指定市场开展执行业务发展活动的的能力

- **Develop proposals and designs demonstrating engineering and cost benefits**
具备制定计划，任务及成本收益的能力
- **Candidate must possess necessary skills to bring closure to identified opportunities at respective customer. Part of performance review will be based on this success**
能够洞察潜在的业务机会，这也是工作评估的一部分
- **Prospect for new customers**
具备开拓新客户的能力
- **Demonstrated ability to effectively manage multiple priorities in a fast paced environment and consistently meet deadlines**
能够在快节奏的工作环境中按时高效地处理多重任务
- **Strong analytical skills the ability to solve technical problems; able to visualize and conceptualize ideas**
具备较强的分析能力解决技术问题以及提出自己的意见
- **Willingness to travel (30%-50%) of the time in China.**
愿意用 30%~50%的工作时间在国内出差
- **Computer proficiency a must (Office Suite) and the ability to create and present PowerPoint presentations**
熟悉办公室 office 软件的操作，并能够创作，演示 PPT
- **Strong work ethic, competitive, driven to succeed**
具有工作道德，较强的竞争力以及成功的动力
- **Team Player**
有团队精神
- **A background in aviation distribution would be a definite plus**
有航空代理经验者优先
- **Candidate should have a deep understanding of the Aerospace market and knowledge of supply chain practices in China as well as good relationships with customers**

能够对中国航空市场以及供应链有较深层次的了解，并与客户保持良好的关系。
- **Be familiar with Customer expectations and assist in the development of the spare parts purchasing plans**

清楚客户需求，并能够在零配件采购计划中为其提供协助
- **Must have strong working knowledge of Airline Maintenance and Purchasing practices, and be very familiar with Airline Maintenance and Overhaul**

熟悉飞机维修，采购操作，并具有飞机大修知识

- Excellent written and spoken English and Chinese
具有良好的中英文读写说能力

Benefits:

- Good benefits package including pension plan, paid vacation, annual bonus etc.
- Salary commensurate with experience

薪酬福利:

公司购买五险一金, 有带薪年假及奖金

员工月薪与经验挂钩

Please send resume with salary requirement to: Chen BaoShan, General Manager at bschen@aaxico.com