



You love selling excellent software B2B?

MVTEC is a more than 25 years old leading international manufacturer of software for machine vision used in all demanding areas of imaging headquartered in Munich, Germany. MVTEC products are well-known by the industry with its robustness and performance. With the growing demand of Industry 4.0, MVTEC continues to grow and expand its business in the global market. Join our China office and represent MVTEC for the Shenzhen region in the function of

Account Manager (Shenzhen/ South China)

About the opportunity

- You will sell our leading machine vision software to existing or new customers
- You will identify client solutions and proactively building relationships with potential clients
- You will Converting business leads from / with potential distributors, OEMs, system integrators into business opportunities
- You will work closely with the team at the Headquarter in Germany in developing and executing sales strategies for the Chinese market
- Closely liaising with presales and technical support to identify and deliver tailored solutions for our customers

What you bring

- Bachelor's degree in science / engineering, or a degree in business with a strong IT focus
- Relevant experience in in B2B Sales, ideally selling software or solutions
- Knowledge of automation and machine vision
- Strong communicator, with proven negotiation skills
- Excellent English skills and fluent Mandarin are mandatory
- Combining analytical thinking with a passion for sales

- Interest and technical understanding of our – and our customers´ - products
- Proven work experience with CRM (ideally sugar) and ERP Systems
- Experienced user of MS Office (especially Excel and Powerpoint)

What we offer

- Fresh, agile team and unique company culture
- Flat hierarchy with quick decision-making
- Opportunity to grow career path with the continuous expansion of MVTEC China.
- Modern open space premises
- Opportunity to take an active part in a future-proof industry and company
- Opportunity to travel to MVTEC HQ in Germany.
- Attractive compensation packages

If you are interested, please apply here: <https://www.mvtec.com/company/jobs/cn-contact-form>, Please notice that we will send your application to our partner in China and please read our [Privacy Policy](#) before you apply. Thank you!

We are looking forward to meeting you!



Building Vision for Business