



## You love selling excellent software B2B?

We, at MVtec, are the world's leading machine vision software manufacturer. Headquartered in Munich, Germany, our software is renowned worldwide in all demanding industry imaging areas like semiconductor, automobile, agriculture, medicine, logistics, or surveillance. To better support our clients in China, we are looking for talent in our new Chinese subsidiary based near Shanghai as

## Head of Sales (China)

### Your responsibilities:

- Leading the local sales team in China
- Selling our machine vision software
- Identifying client solutions and proactively building relationships with potential clients
- Converting business leads from / with potential distributors, OEMs, system integrators into business opportunities
- Serving our existing clients in the best way and expanding our relationship
- Working closely with our Chinese distributor and support them in best serving their clients' needs
- Reporting to the sales director you will work closely with the team at the HQ in Germany and the responsible HQ sales person in developing and executing sales strategies for the Chinese market
- Closely liaising with presales, sales support and technical support to identify and deliver tailored solutions for our customers

### Qualifications you should have:

- Bachelor 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

- Strong communicator, with proven negotiation skills
- Combine analytical thinking with a passion for sales
- Interest and technical understanding of our – and our customers' - products
- Excellent English and fluency in Mandarin are mandatory
- Proven work experience with CRM (ideally sugar) and ERP Systems
- Experienced user of MS Office (especially Excel and Powerpoint)

### What we provide:

- Training at the HQ in Munich, Germany
- Perspectives for professional and personal development
- Young, agile team and unique company culture
- Flat hierarchy with quick decision-making
- Opportunity to shape the future of MVtec in China
- Opportunity to take an active part in a future-proof industry and company
- 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**