



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

Inside Sales employee (China)

Your responsibilities:

- You will take care and consult our (direct) customers in China closely collaborating with our Chinese distributor
- You will work closely with the external sales and presales team for the Chinese market
- Research and qualify market and customer information for the external sales team
- Follow up on leads and opportunities
- Prepare and follow up on quotes
- Support organisation and planning of customer meetings
- Insert and maintain customer data in our CRM-/ERP-System
- Order processing
- Active participation in cross-team/country projects
- Reporting to the local head of sales in China, you will also work closely with the inside sales team at the HQ in Germany
- Administrative support of the local team

Qualifications you should have:

- Degree in business administration (bachelor / master) and or similar education
- First experience in the area of inside sales
- Strong interest in sales of B2B software products in the (automation) industry

- Interest in technical topics
- Strong customer orientation with proven communication skills
- Good teamplayer and fun to work with
- Combine a structured way of working with thinking in solutions
- Proven experience with CRM-/ERP-Systems and MS Office
- Excellent English skills and fluency in Mandarin are mandatory

What we provide:

- Training at the HQ in Munich, Germany
- Young, agile team and unique company culture
- Flat hierarchy with quick decision-making
- Perspectives for professional and personal development
- 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!



Building Vision for Business