



You love selling excellent software B2B?

You have solid technical background yet are passionate in client oriented work like sales?
You like cutting-edge technology and are eager to have first-hand experience in real industry problem?

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

Presales Engineer (China)

Your responsibilities:

- Visit customer with external sales and provide qualified technical consulting
- Support external sales team in Chinese market, with technical expertise during the entire sales cycle
- Closely collaborate with our (direct)customers in China, case by case with our local distributor
- Clarify technical question from clients and provide primary support
- Delegate comprehensive feasibility study to solutions team at the HQ in Germany
- Provide (direct)customer technical training
- Participate and prepare exhibitions and technical events
- Work with external sales and support teams in Chinese market
- Report to head of sales in China as well work closely with presales team in Germany

Qualifications you should have:

- Degree in engineering (bachelor/master) and/or relevant work experience
- First-hand experience in the automation industry, ideally in the area of machine vision
- Good technical understanding of our – and our customers' - products

- Combine a structured approach with thinking in solutions
- Strong customer orientation with proven communication skills
- Good team player and fun to work with
- Excellent English skills and fluent Mandarin are mandatory

What we provide:

- Detailed systematical technical training which are held at the HQ in Munich, Germany
- A challenging and multi-faceted area of work
- 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