



With over 3500 employees, the global **ATB Group** is a leading manufacturer of innovative electrical drive systems. ATB Motors Shanghai Ltd., Member of the ATB Group with a listed holding in Vienna, is located in China. Our sales company in Shanghai is responsible for all commercial activities of the ATB Group within PRC. For this sales company we are looking for a

General Manager – China (m/f)

ATB Group

Job description

The General Manager has the full P&L responsibility for the company. This includes the responsibility for the following processes:

- Budgeting and Controlling, Reporting to the Headquarters on a regular basis
- Ensuring that the company is acting according to the Chinese law and implementing group wide policies
- Participating in key negotiations and establishing contracts with new distributors and customers, supervising contract conditions with them, supporting in ease of any severe problems in co-operation with the distributors and customers
- Sale of low voltage/high voltage motors
- Competition, market research and identification of business opportunities and market potential
- Representing the company in the public, PR work, participating in official events, contributing to the company image by networking, lobbying etc.
- Representing the company with banks, concerning legal issues, supervising the correct establishment of all legal contracts etc.
- Planning and realization of presentations and customer events

Required qualifications

- Sales specialist
- Degree: Engineering or Business Studies
- Min. of 5 years' experience on the job, with good knowledge of structures and procedures within the international OEM and project business
- Good knowledge of the Market Electrical Motors & Drives up to 25MW, Low Voltage and High Voltage
- Profound knowledge of electrical machines and drive technology including relevant related standards
- Excellent communication skills and an outgoing personality
- Chinese mother tongue and the ability to negotiate in business-fluent English is a prerequisite.
- Knowledge of further languages (German) is a benefit.

We offer

Our team is highly flexible and able to work under pressure. You carry the full responsibility for the company and have decision-making authority. You will receive performance related remuneration, a company mobile phone and the necessary computer equipment. You will report to the Head of Sales of the ATB Group.

If you have the desire to be “World Class” then we look forward to hearing why you think you are the ideal candidate for this job. Please apply per mail to Dr. Wolfgang Pflüger: pflueger@atb-motors.com

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