



With over 3500 employees, the global active **ATB Group** is a leading manufacturer of innovative electrical drive systems, which find a ready global market in industrial and device applications. ATB Motors Shanghai Ltd., Member of the ATB Group with a listed holding in Vienna, is located in China. The sales office in Shanghai is responsible for all commercial activities of the ATB Group within the region PRC. As the ATB group we see continued positive development of the corporate group ahead of us and, to strengthen our technical expertise, we are seeking a

Key Account Manager – China (m/f) ATB Group

Job description

In this challenging role you will be responsible for part of the customer base within the PRC region.

- Sale of highly specialized project motors and drive solutions
- Create and maintain a network towards decision makers on end-user, contractor and OEM level
- Planning and realization of presentations and customer events
- Identification of business opportunities and market potential
- Controlling and selection of incoming project inquiries
- Following up on in-house proposal management and offer execution
- Carrying out contract negotiations and conclusion of a contract on your own responsibility
- Preparation of monthly reporting
- Responsible for achieving company/sales targets in accordance with plan requirements
- Budget planning and market survey

Required qualifications

- Sales specialist
- Degree (Technical University or University of Applied Sciences) in Electrical Engineering, Power 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) are a benefit.

We offer

Our team is highly flexible and able to work under pressure. You carry the full responsibility for sales volumes and have decision-making authority for the customer portfolio in your care. You will receive performance related remuneration, a company mobile phone and the necessary computer equipment. You will report to the sales manager responsible for this region.

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 email to Dr. Wolfgang Pflüger: pflueger@atb-motors.com

Contact:

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