



YOU are looking for a job? We are looking for you.

Shape your future at ifm!

Since the foundation in 1969 ifm has developed, produced and sold sensors, controllers and systems for industrial automation worldwide.

Your tasks

- In this role, you will be responsible to develop new concepts to increase the market awareness of our products and technologies, to develop new customers and to take care of key accounts countrywide. At the same time, you will guide the national sales team how to better develop customers in the Food & Beverage Processing Industry, as well as how to provide our customers with the best concepts and solutions
- You will get in contact with the decision makers of the customers, providing them consultation about how to implement IIoT and other sensor and network technologies to increase their efficiency, reduce cost, and to be more competitive overall
- You will need to travel very frequently within China as our Key Accounts are distributed all over the country
- You will work together with a world-class international team to exchange concepts and experience, as well as to coordinate sales and support activities for the international key accounts
- You will obtain the great training and collect valuable experiences in this industry, both in China and abroad
- You will get the excellent career development opportunities within the ifm world with the increasing experience and skills while performing this role

At our branch in Shanghai we are looking for a

Business Development Specialist for Sensor and IIoT Solutions in the Food & Beverage Processing Industry

Your profile

- Profound knowledge of industrial automation, ideally in Food & Beverage Processing Industry
- Experience in B2B Sales, especially in the industrial automation field
- Experience in the operation of a Food & Beverage Manufacturing Plant is a plus
- Excellent English communication skills
- IIoT or any other IT knowledge would be a plus
- Willingness to travel frequently within China

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Apply now - we look forward to seeing you!

ifm – close to you!