



Our customers will love you. We, too.



ifm electronic is the world's leading provider for sensors & control-systems in the industrial automation area. The company established in 1969 and powered by a team of 7,300 employees in nearly 95 countries around the globe. The company has a wide range of products and solutions in the entire manufacturing industries. In this role, the main objective of this position is to present and drive forward ifm as a system company in the market.

System Sales-Shanghai

Main Responsibilities:

- The role will be responsible for the finding of opportunities, proposal and winning the order, and therefore the achievement of the sales goals. That will also involve a close working relationship with the internal or external System Integrator to ensure the project can be realised and be successful from both ifm and customer side.
- Responsible for the definition of a business plan, implementation thereof and achievement of goals, development of sales in the area of system sales and the furtherance of ifm's success in this area. Work on own or with and through the country based sales and management people and when needed take up the lead approach. (Lead direct reports, ie Sales and Support staff within geographical area of responsibility). Leads sales process towards the achievement of maximum profitability and growth in line with company vision and values.
- You will lead the system sales approach by finding and winning opportunities for the ifm system approach. This will involve extensive customer visits, presentations, preparation and proposals. The task would ideally suit someone who has a sound working knowledge and experience of industrial automation systems, PLCs, SCADA and IT systems.
- In addition to this it is also essential to have a sound understanding of manufacturing processes and the uses of industrial automation in order to fully understand and identify the customers' needs and requirements.

Requirements:

- Degree in Technical subject, Computer science, electrical, or similar
- Several years in sales
- Consultative and solution selling in industrial automation
- Manufacturing and production processes and methods
- Software experience, good judgement when analysing orders with regard to software projects and implementation
- Analysis skills, methodically structured approach
- PLC programming experience and machine engineering would be a plus.
- Good knowledge of network technology, Ethernet/IP, Profinet, Devicenet, Profibus, CC-Link etc
- Customer orientation
- Communication skills
- Team skills
- Flexibility and learning aptitude
- Initiative and independence
- Assertiveness
- Cost awareness and sense of responsibility
- Written and spoken English

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