

## 公司简介

### 科隆集团（简称：KROHNE）

创建于1921年的KROHNE（简称：科隆）总部位于德国杜伊斯堡，是一家致力于研发和生产流量仪表和物位仪表等工业测量仪器的国际化公司。作为行业专家，在工业测量领域，科隆公司有着百年的丰富应用经验，能为用户提供一站式测量解决方案；同时，也能针对苛刻的应用现场，为用户专门量身定制测量解决方案。。自成立至今，KROHNE集团的核心价值观——“创造精神”一路伴随着公司的茁壮成长；未来，它仍将是我们的坚定信念，帮助KROHNE扬帆远航。

科隆测量仪器（上海）有限公司（简称：KMIC）作为科隆在大中华区的销售总部和中国的销售服务中心将竭诚为广大用户提供全系列科隆产品的销售、技术支持、现场服务、培训等各项服务。公司总部设在上海，在北京、沈阳、武汉、广州、成都、济南、南京等地设有办事处，并在全国很多地区都设有分销商和服务中心，我们通过发展业务、为客户提供解决方案和增值服务、为公司员工创造个人发展和提高的机会，来增强科隆公司在中国乃至全球市场的品牌和信誉，扩大市场份额和影响力，以此来为公司创造长期和持续不断的价值增长。

**我们诚邀各类优秀人才，加入科隆，共同成就未来辉煌。**

### **Position: Multinational Key Account Sales**

As Sales for Multinational Key-Accounts, you will report directly to the Multinational Key-Account Management Team Leader.

### **Your main responsibilities will be:**

- To maintain and keep improving existing customer relationship, and develop new customers and new businesses to grow this company's business with multinational key-account customers
- To continuously cultivate relationships with important contact persons on the customer side in order to identify the customer needs and business opportunities
- To take initiatives and be responsible for sales proposals in joint efforts with inside sales support and be responsible for the result.
- You will be the key contact for all issues concerning your client and you will ensure smooth order recording, production, delivery, invoicing and collection of payment, etc.

If interested, please send your CV with a covering letter to:

邮箱: [kmic.hr@krohne.com](mailto:kmic.hr@krohne.com)

电话: 021-33397222转人力资源部

地址: 上海市徐汇区桂林路396号1号楼9楼

网站: [www.krohnechina.com](http://www.krohnechina.com)

# Achieve more with KROHNE

**KROHNE**

 measure the facts

- To set up and meet the annual sales budget.
- You will work regularly on projects with other departments (such as production factory, technical support, sales colleagues etc).

## **Qualification and Competence:**

Minimum requirement for the candidate:

- A university degree in engineering, automation or instrumentation related.
- knowledge of instrumentation products and the industry preferred
- Minimum 5 years plus sales experience in instrumentation field.
- Mother tongue in Mandarin, fluent in spoken and written English.
- Excellent interpersonal skills including negotiation skills, persuasive communication skills.
- Persistent, Team spirit, Goal oriented, self-motivated, analytical thinking, proactive and well organized.
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