



MODERNWATER

Sales Technical Support

技术销售支持

Company Introduction

Modern Water 水质监测部门是一家水质监测设备的制造商，可对环境中的生物毒性和痕量重金属进行监测并提供完整的解决方案。我们的产品有助于保护水生态环境以及对工业生产流程进行改善，以帮助客户避免可能造成的环境污染问题。

在现代水务，我们致力于为员工提供的优质的福利的均等的发展机会。对于合适的候选人，我们将提供极具竞争力的薪酬和福利待遇、出色的职业发展机会和无与伦比的项目经验。

我们重视我们的员工，他们的才能和能力是我们成功的基础。

随着在中国业务的发展以及对环保技术和产品的需求不断增加，我们现在正在中国寻找技术销售支持。

Modern Water is a market leader in satisfying customers' needs for rapid and accurate testing technologies suitable for on-site and laboratory use. We provide analytical technologies for drinking water, wastewater, and many industrial process water applications, including polymer detection. We also provide detection technologies for environmental contaminants, especially those associated with remediation projects. At Modern Water, we are committed to the welfare of our employees and we are an equal opportunities employer. For the right candidate we offer an extremely competitive remuneration and benefits package, excellent career development opportunities and unrivalled project experience. We value our people. Their talent and capabilities underpin our success, and we want to keep it that way. With the business development in China and an increasing demand for environmental technology and products, we are now looking for Technical Sales Support in China.

<http://www.modernwater.com/>

Location for the job holder

上海
Shanghai



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Job Responsibility

- 负责产品技术支持；与经销商沟通以进行销售；采取适当措施以支持销售工作。
 - 参与销售工作及相关活动，包括客户实地拜访、电话沟通、产品展示/演示、客户研讨会和渠道管理；
 - 收集和报告指定市场内所有竞争品牌和产品的活动、商业机会、销售趋势和招投标信息，在月度业务审查期间进行汇报；
 - 产品应用技术支持和仪器培训；
 - 进行技术报价和售前/售后支持；
 - 参与客户讨论，并针对项目情况提出建议和提案；
 - 执行计划的活动并向中国区经理提供月度报告，并协助销售经理进行项目执行进度管理，以及跨职能的内部联络；
 - 支持销售团队创建和管理销售漏斗、目标清单和外展流程，按照标准销售流程步骤管理所有机会。
 - 协助更新网站及微信小程序的制作和运营；SEO 和关键词搜索；在线媒体分析和购买策略；数据跟踪和分析等。
 - 管理层分配的其他职责。
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- Responsible for technical support; communicate with distributors for indirect sales; implement appropriate measures to support sales.
 - Participates in sales activities including customer site visits, telephone contacts, trade seminars and shows, product demonstrations/evaluations, customer seminars and channel management.
 - Collects and reports information on all competitive activity, business opportunities, sales trends and results within the assigned market providing input during monthly business review.
 - Application technical support and instrument training.
 - Technical quotation generation and before/after-sales support.
 - Involve and contribute in client discussion, projects initiative and proposal development and preparation.
 - Executes planned activities and provides monthly reports to Country Manager and assist sales managers in projects execution management as in internal liaison across function.
 - Support sales team creating and managing sales funnel, target lists, and outreach processes, manages all opportunities following standard sales process steps.
 - Assistance on updating website and Wechat mini program creation and operation; SEO and keywords searching; online media analysis and purchase strategy; data tracking and analysis etc.
 - Other responsibilities as assigned by management.



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Requirements

- 具备学士或硕士学位（必需）。并拥有科学相关领域的学历，如化学、生物学、环境科学、工程学或同等学历。
 - 了解用于监测水、土壤、食品和工业流程中毒性、痕量重金属和环境污染物的分析仪器和技术。
 - 在以下领域具有一定经验的优先考虑（废水、饮用水、采矿、发电、饮料或工业用水）。
 - 具有较强的英语和普通话书面和口头沟通能力。
 - 有销售复杂工业产品或 B2B 解决方案的经验者优先。
 - 候选人必须具有强大的学习能力及愿望、勤奋的工作态度和协同办公能力。
 - 良好的沟通和理解能力，优秀的组织和人际交往能力。
 - 对团队的成功具有高度的积极性，并希望在未来转正。
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- BA, BS or MS degree (required). A degree in a science related field such as Chemistry, Biology, Environmental Science, Engineering or equivalent.
 - Knowledge of analytical instruments and technologies for monitoring toxicity, trace/ heavy metals and environmental contaminants in water, soil, food and industrial process streams.
 - Experience in of the following vertical markets is an asset (Waste Water, Drinking Water, Mining, Power Generation, Beverage or Industrial Water).
 - Strong written and verbal communication skills in English and Mandarin.
 - B2B experience selling complex industrial products and solutions is a plus.
 - Candidate must have desire to learn, a hard working attitude, and demonstrated talent within a collaborative environment.
 - Good sense of communication and comprehension, excellent organizational and inter personal capabilities.
 - Highly motivated by team success and hope to be translated into employment in the future

The contacts (i.e. Email address) for receiving applications or weblink for applying Deadline for application

linian.li@modernwater.co.uk

Deadline for application: Jan.31 2022

