

# Job Offer

For our Shanghai Office, China we are looking for a

## Business Development Manager/Engineer

(male/female)

### Tasks & responsibilities

- Proactively explore and develop new and potential clients for the company. Conduct feasibility studies and market research on potential business
- Develop an aggressive sales action plan to achieve monthly and annual sales targets for new business targets
- Maintain the current client base and keep good relationship with existing clients
- Lead contract bidding and conduct company presentation to potential clients
- Conduct service cost analysis and negotiate the contract pricing with clients
- Cooperate with the Operation department for the handover of a new contract and follow up closely with the client

### Candidate requirements

- Bachelor/College with a minimum of 3 years sales experience in a professional environment , Engineer profile is preferred
- Good command of English (both written and oral)
- Previous sales experience in the service industry such as property management company, software company, and/or hospitality field
- Excellent negotiator with solid presentation and communication skills
- A self starter and able to work remotely against ambitious targets
- Familiar with Shanghai City and Jiangsu Province

If you are interested, please send your application via email to

Voith Paper Holding GmbH & Co. KG  
Dr. Robert Hilbing  
St. Pöltener Straße 43  
89522 Heidenheim  
Germany  
[robert.hilbing@voith.com](mailto:robert.hilbing@voith.com)

[www.voith.com](http://www.voith.com)