

## Sales Engineer

### Requirement

- Bachelor or above degree, majored at software engineering, Automation, mechanical engineering or marketing field.  
本科及以上学历，软件工程、自动化、机械工程或市场营销专业。
- At least 3 years of industrial software sales experience (SCADA or MES is highly preferred), comfortable for business trip.  
三年以上工业软件销售经验（SCADA 或 MES 工业软件销售经验者优先），适应商务出差。
- Experienced in industrial machinery, automation, etc. Familiar with IIoT and cloud computing is a plus.  
装备制造行业或自动化行业背景，熟悉工业物联网和云计算在工业制造领域的应用更佳。
- Fluent in both oral and written English. And good interpersonal skill is a must.  
良好的口语和书面英语能力。必须具备优秀的沟通交流能力。
- High standard of integrity and business ethics. Self-motivated and committed to excellence.  
高度诚信，恪守职业道德。对待工作踏实认真，积极主动。

### Responsibilities

- Sales and marketing of industrial software product, software solutions and service.  
推广和销售公司的工业软件产品和软件方案及服务。
- Customer requirement analysis, technical and commercial solution presentation and communication  
客户需求分析，技术及商务解决方案展示与沟通。

### Who we are:

*M&M Software develops technologically advanced applications and products for industrial automation. Our portfolio includes consulting, development, services and tools for factory and process automation and our core strengths are in device integration, engineering systems, human-machine interfaces and Web applications.*

*Our success derives from almost 25 years' experience in the target industries and exceptional technological know-how. Strong process orientation and trendsetting management of intellectual capital guarantee our software solutions are of the highest quality.*

*In St. Georgen (Germany) and Suzhou (China) we develop innovative and state-of-the-art solutions for the international market. The sustained success of our customers is always our main concern.*

### What we offer:

*Our staff values the quick decision-making, the highly process-driven performance output and the attractive working environment. Our solid growth and a clear strategic orientation promote the individual seizing of opportunities and allow the personal creative freedom.*



For more information, please visit [www.mm-software.cn](http://www.mm-software.cn).  
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# Job Description



- Develop new customers, maintain customer relations, track and handle quotation, contract and payment.

新客户开发，客户维护，以及报价、合同处理与客户付款跟踪管理。

- Develop and maintain marketing materials, participate and support on marketing events such as industrial exhibitions, forums, seminars, etc.

编写和维护市场宣传材料，参加和支持展会、论坛、研讨会等市场活动。

- Market intelligence collection and analysis, including competitor, customer, partner, etc.

市场信息的收集和分析，包括竞争对手，客户以及合作伙伴等。

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