

西克制冷(无锡)有限公司招聘启事

西克制冷(无锡)有限公司,是一家位于无锡新加坡工业园的美国独资企业,隶属于美国雷诺士国际集团,总部位于美国左治亚州,斯通山。雷诺士国际集团是世界一流的环境气温控制解决方案供应商,业务遍及全球100多个国家,致力于四大相关业务,分别为家用供热和制冷、商用供热和制冷、专业服务、冷冻冷藏,其产品创新精神已传承112多年。雷诺士国际集团在2006年的销售及收入增长非常快速,销售额增长至37亿美金,增幅为9%。雷诺士集团提供精确的系统和专业技术能应对各种恶劣的系统运行环境,并通过新产品研发,技术创新和出色的服务征服了这些挑战。

西克制冷公司主要负责的业务是冷冻冷藏,致力于为客户提供完整的、卓越的制冷系统解决方案,从冷凝器,冷风机到并联压缩机组以至客户度身定制设备和产品,领先和专业的技术支持,到贴心的售后服务,这样的"一站式到位"服务令所有的客户称心如意。西克制冷在全球70多个国家为工业及商业应用场合提供环境控制方面解决方案。西克制冷公司于1998年正式在中国上海成立了代表处,并且在2000年设立西克制冷无锡工厂,不仅将西克制冷先进的技术和优质的产品引入中国,而且不断地研发适合中国乃至亚太市场需求的新产品。之后,分别在成都、北京、广州、雅加达和新加坡成立了办事处,以便更好地服务于市场。

持之以恒的技术革新使西克制冷始终立于商业制冷领先者的地位。正所谓创新不仅在产品本身,更是贯穿于产品研发的整个过程中。西克制冷将各个有关专业的精英甚至客户在项目初期组成团队进行攻关,使得公司的技术创新更贴近客户的实际需求更具实际应用价值。

西克制冷公司旗下有 Bohn, Larkin, Climate Control, Chandler 和 Interlink 等 5 个著名品牌。













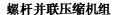




美国雷诺士集团的公司标志及拥有的商标

美国雷诺士集团的主要产品包括活塞式/螺杆式/多吸气压力并联压缩机组、风冷/水冷冷凝器、商业和工业用冷风机等。







双级并联压缩机组



多吸气压力并联压缩机组







工业型冷风机

美国雷诺士集团的产品系列

美国雷诺士集团作为全球最大的制冷设备制造商之一,是一家高度国际化的跨国公司,在美国、德国、法国、西班牙、巴西、泰国、澳大利亚、新西兰和中国等均设有子公司。

职位:销售工程师

部门:销售部

地点:广州办公室

PRIMARY RESPONSIBILITIES

- 1. To ensure the attainment of sales and margin budgets of refrigeration products through sales and service to major customers, other allocated accounts and new business opportunities within region
- Identify sales leads and develop market through end users, contractors, OEMs and distribution

OTHER DUTIES AND RESPONSIBILITIES

- Maintain close relationships with key accounts and ensure customer needs are followed up and met
- 2. Identify new market opportunities; develop new business opportunities with existing and potential customers/clients within region
- 3. Spearhead market penetration, development, promotion and strategy implementation within region
- 4. Provide refrigeration technical support and training to customers and internal staff
- 5. Monitor progress on sales and market share and competitive market situation within region
- 6. Participate in regular sales meetings to share market information; work closely with National Sales Manager to develop overall sales budget and strategy
- 7. Maintain an up-to-date knowledge of the refrigeration industry, available products, legislation changes and competitor activities within region

REQUIREMENTS

- 1. Should have a Degree in Engineering (HVAC-R related) with 2 to 4 years of sales working experience in the HVAC-R industry; with US MNC preferred
- 2. Work experience in any of the following will be an advantage:
 - i. Work experience in a contractor firm and/or established relation with local design institutes.
 - ii. Good understanding of cold storage project sales cycle.
 - iii. Work experience in one of these chains with in depth knowledge on retailers such as hypermarket, supermarket, convenient store and/or fast food chains.
- 3. Should have good business knowledge of and network in the China market
- 4. Track records in developing new market and new customers
- 5. Able to conduct sales activities independently
- 6. Understand channel strategy and able to manage distributor relationship
- 7. Demonstrated ability to achieve/exceed sales objectives (sales targets, market share, sales growth) in assigned market/territory in China
- 8. Strong leadership skills, interpersonal communication, analytical and presentation skills are essential traits:
- 9. Able to converse and write effectively in both English and Chinese
- 10. PC skills

欢迎有志之士加盟本公司, 共创辉煌明天!

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