



**Position:** Sales Engineer

**Department:** Sales Department

**Location:** HaiNan/YunNan/GuangXi/SiChuan

**Requirement:**

- Minimum college education, preferring civil engineering
- Well understand construction market and engineering applications
- At least 2 years continuously working in the construction selling field
- Able to work independently under pressure to achieve the goals set in advance
- Computer using skills, Microsoft office series, etc
- Good English ability is preferring, but not essential for experience guys

**Job Description**

- Achieving the sales task by continuously enlarge the customer and project platforms
- Guarantee the sales payment collection in time by emphasis on the complex of the sales skill and financial knowledge in the process handling
- Well control the operation expense to in line with the sales development
- Improving the product line selling by active learning from the job
- Using proper reports required to manage the daily business to well arrange the time and territories management
- Positive working under the company guidelines
- Be teamwork with different departments

**Contact information:** Qualified candidates may send their resume directly to our Sales Manager: [eric.zhao@halfen.cn](mailto:eric.zhao@halfen.cn) or call our headquarters in Beijing +86 10 5907 3200 for further information.

Since the company was founded in 1929, HALFEN has become one of the biggest manufactures and suppliers for concrete anchoring system, curtain wall supporting system, reinforcement system, precast system, framing system and lifting system in the world.

In China, HALFEN has been used widely on curtain wall, nuclear power plant, railway and tunnel as well as locomotive. HALFEN also provides solution for electronic, auto-mobile, factory, printing, elevator and escalator, crane, stadium, apartment and hotel.

Our brands including “HALFEN”, “DEHA”, “FRIMEDA” are among the market leaders.



**职位:** 销售工程师

**部门:** 销售部

**工作地点:** 海南/云南/广西/四川

**要求:**

- 大专以上学历, 土木工程专业优先
- 熟悉建材行业及所属领域的应用
- 2年以上建材领域直销经验
- 能在压力下保持良好的工作状态并能独立完成公司下达的销售任务
- 能熟练使用电脑操作系统, MICROSOFT OFFICE 系列办公应用软件
- 熟练使用英语, 但有丰富工作经验者可优先考虑

**工作内容:**

- 完成公司下达的销售任务并能开拓新客户及开发新的项目机会
- 需具备良好的销售技巧及掌握一定的财务知识以确保应收货款的及时回笼
- 能良好控制每笔业务的经营成本和最终的成果
- 从工作实践中提高对产品线的认知及销售
- 根据要求完成工作报告以便安排好日常工作及出差计划
- 能按公司的制度要求开展工作
- 具有良好的跨部门协调及沟通能力

**联系方式:** 符合以上要求的应聘者, 可将您的简历直接发送至本公司销售经理的电子邮箱:

[eric.zhao@halfen.cn](mailto:eric.zhao@halfen.cn)。

其它详细事宜, 可拨打哈芬驻中国北京总部的电话 (+86) 10 5907 3200 进行咨询。

德国哈芬公司于 1929 年创建于杜塞尔多夫, 经过近一个世纪不断发展, 哈芬已经成为全球最大的混凝土锚固系统、幕墙支撑系统、钢筋加强技术及混凝土预制产品的金属框架和吊装系统的生产和供应商之一。

在中国, 哈芬产品已经应用于全国各地的项目, 主要在幕墙、核电站、铁路和隧道、机车行业, 哈芬还可提供很多种应用解决方案, 如电子、汽车、工厂、印刷、电梯和扶梯、起重设备、场馆和礼堂、住宅和酒店等。

哈芬品牌包括了 HALFEN、DEHA、FRIMEDA 和 DETAN, 都是行业市场上的主导品牌。