



我们是一家正在迅速扩张的科技公司，我们在德国布伦瑞克市的总部拥有65名员工，在中国上海的分公司拥有7名员工，并且在武汉设有服务机构。作为仿真模拟技术领域的专家，我们所设计和建造的仿真模拟器以及测试系统，不但提供给汽车和航空工业领域的制造商和供应商，还应用于研究机构 and 大学。我们的娱乐部主要为主题公园、动物园和其他旅游景点（如世博会等）提供仿真模拟乘骑系统，所以我们始终关注的是客人的体验。我们的仿真模拟系统都是由机械、液压/气动、电气和软件等领域的各专业团队进行开发，并面向全球客户交付的。

为了增强我们在上海的Simtec Asia团队，我们正在寻找一位

初级销售经理（男 / 女）

工作职责：

- 为高级销售经理在亚洲市场的娱乐游乐设施的销售方面提供支持
- 了解公司业务、短期和长期经营战略以满足 客户的要求
- 为提供报价和合同谈判做准备工作
- 为管理层在亚洲游乐设备行业圈获得的联络提供支持，以获得合适的客户
- 行政管理任务
- 文档记录
- 组织参与展会
- 对所有销售活动进行报告

技能：

- 为高级销售经理在亚洲市场的娱乐游乐设施的销售方面提供支持
- 了解公司业务、短期和长期经营战略以满足客户的要求
- 为提供报价和合同谈判做准备工作
- 为管理层在亚洲游乐设备行业圈获得的联络提供支持，以获得合适的客户
- 行政管理任务
- 文档记录
- 组织参与展会
- 对所有销售活动进行报告

我们提供：

- 灵活的工作时间
- 高于平均社会保障和医疗服务数额的薪酬
- 位于虹桥机场和铁路枢纽附近商业区的现代化办公室
- 作为年轻又充满活力的团队的一部分而具有的舒适的工作氛围
- 在一个正在成长中的公司就业，从而有很好的发展机会

联系方式：

有意向者请联系我们上海办事处的办公室经理秦琴女士
邮箱：q.qin@simtec.de
森台仿真技术（上海）有限公司
上海市闵行区申长路988弄虹桥万科中心1号楼211

We are a rapidly expanding technology company with 65 employees located in Braunschweig, Germany and 7 employees in our Chinese office in Shanghai and at our service facility in Wuhan. As specialists in the field of simulation technology, we build and construct simulators as well as test systems for manufacturers and suppliers of automotive and aviation industry as well as for research facilities and universities. The entertainment unit delivers ride systems for theme parks, zoos and other visitor attractions such as World Expositions, always with a focus on a great guest experience. The simulation systems are carried out by own teams from the fields of mechanics, hydraulics/ pneumatics, electrics and software and delivered to clients across the world.

For our Simtec Asia Team in Shanghai we are looking for a

Junior Sales Manager (m/f)

Responsibilities:

- Support of the Senior Sales Manager in sales of entertainment attractions in Asia
- Understanding the company business, short and long-term strategy to meet customers' requests
- Preparing offers and negotiating contracts
- Supporting the management in networking in the field of amusement industry in Asia to generate qualified leads
- Administrative tasks
- Documentation
- Organisation of exhibitions
- Reporting of all sales activities

Skills:

- Fluent in English and Mandarin (in spoken and written)
- Ability to plan and manage complex activities
- Microsoft Office software skills
- Excellent communication and networking skills
- Experience in sales – ideally in the field of the amusement industry

We offer:

- Flexible working hours
- Above average payment of social security and health services
- Modern office in the business area of the Hongqiao airport and railway hub
- Comfortable working atmosphere as part of a young and dynamic team
- Employment at a growing company with very good development opportunities

Contact:

If you are interested, please contact our Office Manager Miss Qin Qin at Shanghai office
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