

## Détail de l'offre : Technical Sales Engineer

<b>Partenaire</b>	
<b>Référence</b>	21D1633931593
<b>Titre</b>	Technical Sales Engineer
<b>Description du poste</b>	In order to increase the sales of our Test & Measurement department, we are currently looking for a Technical Sales Engineer to reinforce our team.
	<p><b>POSITION</b></p> <ul style="list-style-type: none"> <li>-□Technical Sales Engineer</li> <li>-□Department: Test &amp; Measurement.</li> <li>-□Location: Beijing.</li> <li>-□Frequent travelling throughout China.</li> </ul> <p><b>MISSIONS</b></p> <ul style="list-style-type: none"> <li>-□You will join the Electro-optical Test and Measurement team and will be in charge of canvassing the major players in the sector (laboratories, manufacturers, research centers, etc.), you also identify new customers or potential partners.</li> <li>-□You take part in trade shows, make technical-sales proposals, negotiate with customers and partners, contracts and ensure the commercial follow-up of the products sold.</li> </ul>
<b>Type de contrat</b>	Emploi
<b>Métier</b>	Commercial / Ventes
<b>Société</b>	HGH Infrared Systems Beijing
<b>Description de la société</b>	<p>With nearly 40 years of expertise in France and abroad, HGH Infrared Systems has become an international reference in the field of infrared technology. A French high-tech SME specialized in the design and manufacture of optronic equipment for industrial, civil and security/defense applications.</p> <p>HGH Infrared Systems is currently developing three product families:</p> <ul style="list-style-type: none"> <li>-□A complete range of test and metrology equipment (black bodies, IR and near IR collimators, universal maintenance bench for optronic systems, characterization bench of the PIFRA).</li> <li>-□Infrared scanners, for non-contact temperature measurement</li> <li>-□Innovative cameras dedicated to the day and night surveillance of extended sites and to the automatic detection of intrusions into sensitive areas</li> </ul> <p>As the undisputed leader in optronic instrumentation with a constantly growing turnover, we are now operating in fast-growing markets that are generating ever-increasing demand.</p> <p>To learn more about our technology, please visit <a href="https://hgh-infrared.com/fr/">https://hgh-infrared.com/fr/</a> (site in English and Chinese).</p>
<b>Localisation</b>	Beijing
<b>Pays</b>	Chine
<b>Profil recherché</b>	<p><b>PROFILE</b></p> <ul style="list-style-type: none"> <li>-□Engineering / Technical education</li> <li>-□Commercial experience of at least 3 years, in a technical environment.</li> <li>-□Ability to listen to your technical interlocutors, analyze their needs and have a synthetic spirit.</li> <li>-□Know how to dialogue with customers and convince them.</li> <li>-□Taste for challenge to accept ambitious goals in a competitive high market growth environment.</li> <li>-□This position requires autonomy, rigor and great interpersonal skills.</li> <li>-□Fluency in English (written and spoken) is essential.</li> </ul>
<b>Expérience</b>	Expérimenté (3-10 ans)
<b>Langues</b>	Chinois (mandarin)