Headquartered in Asslar, Germany, Pfeiffer Vacuum is one of the world’s leading providers of vacuum solutions. In addition to a full range of hybrid and magnetically levitated turbo pumps, the product portfolio comprises backing pumps, measurement and analysis devices, components as well as vacuum chambers and systems. Founded in 1890, Pfeiffer Vacuum is active throughout the world today. The company employs a workforce of some 2,900 people and has more than 20 subsidiaries.

We are looking for a

职位 大客户经理-半导体 地区 上海

Your responsibilities will include:

- Understands the needs of the key account(s) including service requirements, works with global Pfeiffer Vacuum market organization team to address those needs, and identifies any gaps or issues with our existing products, services and processes.
- Identifies potentials for business opportunities, understands the key account dynamics and trends, market trends, business environment and our competition at the key account(s).
- Leads and defines appropriate actions for key account development.
- Is responsible for preserving current business within these key account(s) and develops additional opportunities (as relationships grow).
- Develops strategic account short-, mid- and long term plans for each assigned account, considering all aspects (e.g. – decision making, motivation, needs, growth plans, etc.).
- Monitors the execution and progress of these plans and summarizes status to market management and regional management.
- Acts as single point of contact for all customer related matters, coordinates all internal resources accordingly and finds the best way to bring the right persons together to address the needs of the key account(s) and for our business.
- Works across geographic lines ensuring harmonized treatment of the key account(s) in all regions together with corporate market management organizations.
- Is overall responsible to fulfill the company’s standards, policies, procedures and practices for the key account(s).
- Achieves the targeted business results within the key account(s).
- Is responsible for all product and service pricing and contractual issues for the key account(s).

Requirements:

- Strong experience in Semiconductor industry is required.
- Experience in vacuum technology or capital equipment business is plus.
- Proven sales experience 8 years is an advantage.
- Technical background combined with business administration degree is an advantage.
- Passionate customer focused “can-do” attitude.
- Ability to understand and communicate demanding technical challenges.
- Proven successful negotiation skills.
- Excellent communication and networking skills.
- Speaking the language of the Chinese and English fluently

We look forward to receiving your application!
Pfeiffer Vacuum (Shanghai) Co. Ltd – HR Dept. - Danny Yu
Danny.Yu@pfeiffer-vacuum.cn

www.pfeiffer-vacuum.com