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

**Senior Sales Engineer (R&D & Analytic) - Shanghai**

Your responsibilities will include:

- Develop strong business and personal rapport with existing and new accounts.
- Actively identify new customer/markets and develop a penetrative sales tactic to maximize exposure within the customer's account.
- To manage the relationship with customer
- Insure the coordination of projects: Planning Documents, Actions plan
- Motivate and manage the Pfeiffer China and Pfeiffer resources to be involved on projects.
- Coordinates all communication between the client teams and the factory teams (engineering, manufacturing, quality, commercial support, finance.
- Prepare annual forecasts and propose appropriate action plans.
- Submission of monthly reports on results and market conditions to the Sales Director.
- Make appropriate market analyses and analyses on competition.
- Promotion and introduction of new and existing products to our customers.
- Submission of visit meeting reports.
- Support and implementation of ISO 9001/14001 quality system.
- Ensure that health and safety standards are followed.

Requirements:

- Education: Bachelor Degree or above
- At least 5 years working experience, mainly focus on university or R&D field
- Language: English and Chinese
- A strong communication and interpersonal skills
- Ability to perform well under stress and meet deadlines
  - Vacuum knowledge
  - Experienced in pumping system

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

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www.pfeiffer-vacuum.com