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 3,200 people and has more than 20 subsidiaries.

Pfeiffer Vacuum Taiwan Corporation: We are looking for a

Sales Engineer Coating Market

<table>
<thead>
<tr>
<th>Department</th>
<th>Sales Department-Coating Market</th>
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<tr>
<td>Reports To</td>
<td>KAM/General Manager</td>
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**SUMMARY**

Sales Representatives play a vital role in the success of the organization. A sales representative’s primary duty, regardless of the service or type of product they sell, is to interest purchasing agents and buyers in the services or products of a company. In addition, addresses questions and concerns of a client. Most sales representatives demonstrate the company products and give advice to clients on the benefits of using their products to reduce costs and increase revenue. Sales representative spend much of time in travelling and visiting the existing clients and prospective buyers.

**Duties and Responsibilities:**

- Seeking out new opportunities constantly with key account
- To meet sales goals and objectives assigned by KAM, General Manager and Company
- Supervising the established client account
- Investigating market & customer trends and competitor’s news
- Preparing a variety of sales status reports that include activity, follow-up, closings, and adherence to targets
- Handling customer clients as well as identifying and resolving their concerns
- Communicating product opportunities, feedback, special developments, or information collected during field activity to proper company staff in Taiwan, France and Germany
- Preparing schedules and action plans to identify particular targets and list the clients contact numbers
- Presenting and selling company products to current clients
- To follow up on referrals and new leads resulting after field activity
- Developing and maintaining the existing product knowledge and sales materials
- Preparing proposals, presentations, and sales contracts
• Negotiating or assisting in the negotiation of contracts with customer within the company guideline
• Establishing and maintaining new and established client relationships
• Participating in marketing events like trade shows, seminars, and telemarketing events
• Managing account services through follow-up and quality checks
• Coordinating with company staff to achieve the work required in closing up sales
• Assisting in the execution of marketing plans of company as required
• To make a DSO for customer's annual planning and new project
• To make and submit a supplier's evaluation report to customers for reference quarterly or annually
• To prepare a variety of weekly sales report, monthly sales report and quarterly sales report and yearly sales budget
• To communicate all information collected during field activity with proper company staff in Taiwan, Korea, France and Germany
• To participate in failure analysis meetings with customer and any meeting which customer request weekly
• To have meeting with process engineer for product specification confirm
• To assist QC team to determine liability (warranty repair service) related to sales warranty
• To collaborate with cross departmental teams within the organization to develop successful sales strategies for key customer with the objective of driving growth

Skills and Specifications:
• Fluent English communication skill
• Pleasant and exceeding personality
• Excellent customer service skills
• Able to meet fixed deadlines and manage under pressure
• Excellent verbal and written communication skills
• Positive individual and a hard worker
• Able to build and deliver presentations
• Team player, dedicated, strong communications and interpersonal skills
• Handsome knowledge of sales promotion and advertising techniques
• Willingness to travel most of the times
• Integrity, open-mind, self-motivated, team-work spirit, flexible, adaptive, goal driven and determined
• Able to create, write and edit composed manuals
• Good computer application skills such as Microsoft Word, Excel, PowerPoint etc.
• Able to persuade and convince others
• Good interpersonal relationship skills with ability to handle multi level relationship

Education and Qualifications:
• Degree in sales and marketing related fields.
• Experience in Coating tool & process
• Related sales experience.
• Deep knowledge of products (Pump, HLD, System etc) is plus.
• Overall knowledge of Coating, Display and Solar.
• Working Experience: > 5 years

We look forward to receiving your application!

Pfeiffer Vacuum Taiwan Corporation
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