

# Job advertisement

## Retail Sales Engineer-Shanghai

**BIZERBA**

**The Open World of  
Finest Weighing Solutions.  
Since 1866.**



Although Bizerba has not invented the weight, we have definitely paved the way for modern weighing technology. Since 1866, our name - like no other - has stood for efficient weighing, slicing and labeling solutions. Today, we operate in 120 countries with approximately 3.900 employees.

**Country**

China

**Location**

Beijing

**Business division**

Sales-Retail

**Availability**

Immediately

**Our contact**

HR dept.

For our location in Shanghai/China we are looking for a

## Retail Sales Engineer

**Your tasks**

- Achieve the regional sales quota and other objectives according to the strategy.
- Develop the new dealers , train and support the dealer sales.
- Develop and manage the key accounts in region.
- Build and remain good relationship with clients and provide them timely and effective technical solution.
- Initiate and manage sales projects, e.g. bidding, negotiation, etc.
- Keep well posted about competitors information and take countermeasure.
- other task for team leader

**Your profile**

- College or above. Daily English writing, reading and communication
- More than 1 year experience in equipment sales in retail, include but not limited to: POS hardware, Retail Software, Retail Scale, Retail barcode scanner and data capture, etc.
- Good communication and negotiation skill. One must have excellent presentation skills.
- Able to work under pressure. -Mature, persuasive, strong sense of responsibility.
- Fluent in Spoken and written Chinese and English.
- Hard-working, self-motivated, able to travel frequently.
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**Reference code**

**Our offer**

At Bizerba, we bring together the traditional values of a family-run company and the international career development opportunities of a globally operating group. That is what we call "Bizerba Open World" and we are looking forward to developing this further together with you.

**Your application**

We are looking forward to receiving your convincing application - specifying the earliest possible date of joining and desired salary.

**Bizerba (Shanghai) WeighTech & Systems Co., Ltd.**

HR dept.

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China

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