



# Our customers will love you. We, too.



ifm electronic is the world's leading provider for sensors & control-systems in the industrial automation area. The company established in 1969 and powered by a team of 7,300 employees in nearly 95 countries around the globe. The company has a wide range of products and solutions in the entire manufacturing industries. The main application fields of ifm products and solutions are: Automobile Manufacturing, Food & Beverage Processing, Heavy Duty Mobile Machinery, Steel & Metallurgy, New Energy, Logistics etc.

ifm plays a key role in the Steel manufacturing process, we provide the machine builder (OEM) as well as the steel manufacturer (End User) with cutting edge technologies and highly reliable products. In order to increase the awareness and improve the availability of our products and solutions in the Steel Industry in China, so that more and more users could get benefits of these innovative technologies, we are currently looking for a Business Development Specialist in the Steel Industry.

## 工作内容：

- You will create sales strategies for steel industry and organize sales and market activities to achieve the sales target in steel industry.
- You will build up and keep relationships with the decision makers of the main steel groups to increase the market awareness of our technologies and solutions, especially for industrial 4.0 upgrading in steel industry, providing them ifm IoT solution to increase efficiency, reduce cost, and to be more competitive overall.
- You will coordinate and organize the sales activities including projects management, purchasing channel management, etc. among end user, research institute, machine builders between different sales regions.
- You will transfer the knowledge of industry process, application knowhow to the national sales team and to guide them how to better develop business in the Steel Industry.

## Our Requirement:

- 工科专业本科以上学历，熟悉工厂自动化。
- 具有 3 年以上在钢铁行业的工控产品销售经验。
- 熟悉钢铁行业的生产工艺流程，如有具有钢铁厂的工作经验优先考虑
- 流利的英文交流能力
- 如具有 IoT 或 IT 方面的技能，优先考虑
- 接受国内出差及工作强度。

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