



## Senior Sales Engineer

Noratel is a global manufacturer of power magnetics. Our vision is to become the leading strategic partner of high-class solutions for electrical transformation worldwide by delivering outstanding quality, service, competitiveness, and innovation that will help our customers succeeding in their markets.

We are looking for an experienced Senior Sales Engineer to join our dynamic and ambitious Noratel China team in our Foshan office.

### Overall Responsibilities:

Development of new business in the local market.

### Responsibilities:

- Working through own initiative, formulate a systematic approach for searching customer prospects and developing new business in China.
- Initiate, coordinate and drive action plans to penetrate new customers.
- Provide timely, accurate, competitive pricing to approved enquiries while striving to maintain maximum profit margin.
- Maintain accurate records of all pricings, sales, and activity reports.
- Maintain contact with all customers and prospects in the market to ensure high levels of customer satisfaction.
- Active involvement with the relevant qualification processes carried out by potential Customers.
- Active involvement with effectively marketing the Noratel Brand in the local market.
- Prepare reports and provide timely Sales and performance related feedback to Management. Travel in China visiting customers and prospects.

### Qualifications:

- Self-driven and strong Interpersonal skills with ability to establish and develop business relationships.
- University degree in Engineering, Business, Marketing or similar.
- At least 5 years' experience in Sales & Marketing preferably mixed with technical sales combined at Management level.
- Proven track record for working with multinational companies and successfully closing business deals.
- Excellent written and verbal communication and interpersonal skills. Ability to efficiently communicate in English is essential.
- Ability to simultaneously manage several projects and motivate teams under tight deadlines. Knowledge of effective field sales techniques.



### **Characteristics:**

- Initiative and diligence in the execution of tasks
- Quick comprehension
- Willingness for further training
- Willingness to travel
- Ability to work in a team

### **Noratel can offer you:**

- Extensive familiarization with the entire range of responsibilities
- Competitive salary
- Pension and insurance scheme
- Cooperation in a young and dynamic team

### **Working at Noratel China:**

Noratel China is a company with 333 employees located in Foshan China. Noratel China is proud to design and manufacture the most comprehensive range of transformers, reactors and power supplies. We also serve group companies and customers in industries such as renewable energy, medical technology, industrial automation, motor drives, rail and e-Mobility. Noratel China is dedicated to creating an inclusive working environment that encompasses diversity and equal opportunities. In addition to competitive terms, you will have the chance to develop your personal profile and career in an international environment. Our success will encompass the well-being of our existing and future employees and minimization of our carbon footprint.

### **About Noratel Group:**

Noratel was established in 1925 and is servicing industry worldwide, evolving to meet the ever-changing demands of our customers. Today we are a leading global provider, proud to offer the most comprehensive range of transformers, reactors and power supplies. Besides a comprehensive standard range product portfolio, the majority of Noratel production is dedicated to custom design and manufacturing to meet the requirements of OEM customers. Noratel employs 2000+ people across 13 countries in Europe, Asia and North America. Corporate headquarters is based in Hokksund, Norway.



**Seniority Level:**

- Mid-Senior level

**Industry:**

- Power magnetics

**Employment Type:**

- Full-time

**Job Functions:**

- Senior Sales Engineer

**Start Month:**

- June

**For more details about the position, contact:**

- Leesa Lee email: leesa.lee@noratel.com, or telephone: +86 757 81 16 21 53

**Location:**

- Foshan China

**Application:**

Please forward your job application to:

Foshan Noratel Electric Co., Ltd

Xingye Road, Zone C Shishan S&T Industrial park,

Nanhai, Foshan, Guangdong Province

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