



Come and join our team as

## Sales Engineer – SCM & SRM Applications

### 销售-SCM & SRM 领域

SupplyOn develops and operates supply chain management solutions for the automotive, manufacturing and aerospace industries. These solutions we provide our customers with software-as-a-service model. If you have a strong interest in innovative business models and new technologies and also like to work with demanding customers such as Bosch, BMW, Airbus, then we have an interesting position for you!

SupplyOn 为汽车业·制造业和航空航天业开发以及操作供应链管理方案。这些方案使得我们的客户拥有一个服务模型的软件。如果你对创新业务模块以及新型技术感兴趣并且乐意与诸如 Bosch, BMW, Airbus 这些高要求的客户合作·我们将为你提供合适的职位！



#### What do you do: 岗位职责：

- Promote and sell SupplyOn SCM&SRM applications and consulting services in China 在中国推销卖出 SupplyOn 的 SCM&SRM 以及咨询服务
- Finish the sales cycle independently from lead to prospect to customer; follow-up until contract closure 从找客户到独立完成销售周期；后续的跟进直至尾声
- Develop a strong network in the area of SCM and SRM application & consulting sales 开发 SCM 和 SRM 领域以及咨询业务强大的关系网
- Prepare sales and forecast reports 筹备销售预测报告
- Develop sales strategies and reach the sales target according to set goals 发展销售策略并且根据设立的目标达成销售指标
- Frequent business travel is required 需要较为频繁的出差

#### What to bring: 要求

- Above 3-4 years software sales experience (in the automotive OEM industry is a plus 有超过 3-4 年的软件销售经验 (在 OEM 汽车业工厂的工作经验为佳)
- Experiences in exploring new markets 有开发新市场的经历
- SaaS sales experience is a plus 有 SaaS 销售经验的优先
- Working in an intercultural team 在跨文化沟通的团队工作学历需求
- Education 学历要求
  - Bachelor degree or above, major in Computer Science or Automotive Engineering 大学本科及以上·计算机科学或者汽车工程专业
  - Strong background in business applications, preferably SCM and SRM 在商业领域·最好是 SCM 和 SRM 有强大的背景
  - Excellent written and verbal English skills 英语口语流利书写流畅



#### What else

##### 其他

- We are proud to have the ability to measure ourselves in terms of salary, pension, employee development and team building with large companies  
和大企业相比· 我们公司的薪水· 津贴· 员工发展以及团队建设更胜一筹
- We have nothing to hide - you learn more about us as an employer on kununu.com  
我们毫无隐瞒-你作为一名员工可以学到更多

#### You want to join us? Then we should get to know us!

你将要加入我们吗？那么我们应该了解！

Send us simply send your application documents including your earliest possible starting date and your salary expectations. Best to: [jingjing.liang@supplyon.com](mailto:jingjing.liang@supplyon.com)

把你的简介及最快上岗时间· 薪资要求发送邮件到 [jingjing.liang@supplyon.com](mailto:jingjing.liang@supplyon.com)

We look forward to receiving your application! 我们期待收到你的简历！