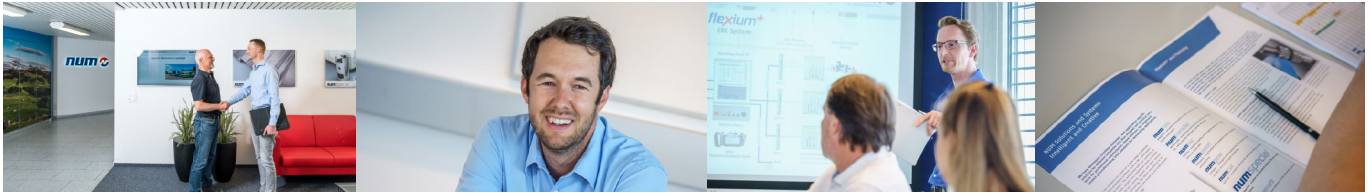


Branch Manager (with a strong focus on sales)

numjobs



Outstanding achievements in the engineering industry have something in common: they always result from superior performance, exceptional technology and a high degree of creativity. In that way NUM has built up an outstanding reputation in the tool and machine industry. We develop complex, customized CNC automation solutions that guarantee the machine manufacturers as well as users with a high degree of added value. NUM's successes are achieved essentially through the know-how and personal commitment of our employees. And we now offer you the opportunity to actively contribute to this success. For the new opening NUM branch office in Guangzhou / China we are seeking a:

Branch Manager (with a strong focus on sales)

Leadership

- Organizational, administrative and personnel management of the Branch (sales, application, after sales service etc.)
- Responsibility for the implementation of the NUM group strategy
- Representation of the company internally and externally
- Recruitment, promotion and motivation
- Organization and process optimization in the branch business area
- Maintaining and developing the NUM company culture
- Financial responsibility for the Branch (budget, cost control, result)
- Regular reporting to the GM China (Shanghai), CSO Asia and CFO

Sales area

- Sale of complex CNC solutions and complete systems
- Significant responsibility for the continuous expansion and targeted development of customer relationships
- Responsible for building customer relationships
- Analysis of technically complex requirements and preparation of corresponding offers
- Coordination of the technical and commercial realization of projects
- Responsible for customer pricing in consultation with the GM China and CSO Asia

Education

- Bachelor or Master degree in Electrical Engineering, Mecatronix, Automation, Electronics Engineering or similar

You should have the following qualifications:

- At least 5-year working experience within the CNC system market
- A strong network in the machine industry in the South of China
- Good interpersonal and communication skills
- Competent with CNC systems and PLC incl. ISO programming
- Fluently in spoken and written Mandarin and good command of spoken and written in English
- Self-motivated and goal-oriented
- Pleasure to collaborate in a team

We offer:

- Working place: Guangzhou area / China (location not yet known as the new branch manager has to lead the opening after some months training in our Shanghai facilities)
- Recruiting and leading of a team
- A long-term perspective in a successful Swiss company with worldwide activities
- Pleasant working atmosphere with flexible working hours
- A responsible position with big scope
- Good employee benefits and income equivalent to abilities
- Continued specific education at our headquarter in Switzerland

Did we spark your interest? If yes, we appreciate your application in English or your phone call.

NUM Shanghai

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