



JOIN US!

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You have **ambition** to join an **innovative, dynamic, passionate** team, who will recognize and develop your skills?

Join METALIS, an industrial group of 1,200 people with 8 **international** plants in Europe and Asia.

We are one of the **European leaders in stamping and molding** of complex metal or metalloplastic parts and realize components as flat springs for automotive braking systems, fuel cell elements for nuclear energy, battery connection systems for electric vehicles...

As part of the development of our business, we recruit a:

SALES DEVELOPER - CHINA

Place: in Shenzhen or Shanghai, with **about 30% of travelling time** required.

METALIS China is located in Shenzhen, with a Technical Center and a production plant of 300 employees. Parts are produced for China market and the rest of the world. Expansion plans shall see the opening of a new plant in the near future.

Your missions:

- Develop** the activity by securing new business deals with current key accounts and by developing new high potential customers.
- Understand** current activities of customers, relevant to METALIS expertise, to ensure METALIS receives the RFQs for targeted projects.
- Follow actively** RFQs with the project team, by defining the Key Success Factors and strategy, to answer customers' requests and ensure good financial economics of each project and an optimum success rate.
- Contribute** to the development of the BU strategy, aiming at raising customers satisfaction and productivity targets, by proposing yearly objectives and improvement programs, with project and production teams.
- Represent** METALIS during relevant conference, tradeshows and commercial meetings.
- Meet** customers regularly for sales discussions and business reviews, to ensure excellent relationships with customers and to represent them within METALIS.

Profile:

- Minimum of 5-year experience** in sales or purchasing within the automotive industry
- Fluent in English and Chinese**, both written and spoken (French a plus)
- Proven track record of successful client portfolio development**, with ambitious targets and challenging contract negotiation / new customer acquisition
- Be enthusiastic, motivated, a team player
- Communication skills, both towards customers and internal teams
- Accuracy, attention to detail, rigorous; manage priorities; respect processes
- Good general engineering knowledge

Please send your resume + cover letter to Imre TOTH, itoth@metal-is-group.cn

www.metalis.fr

