



We are looking for someone special **WE ARE LOOKING FOR YOU**

We develop, simulate, test, analyse for visions of the future. Engineering is our profession.

Worldwide and always first in our customers mind we work with passion and enthusiasm for the common success.

Daimler, BMW, VW and many other car manufacturer and their suppliers appreciate us for being competent and reliable experts in the field of development, engineering and testing.

We would like to fill the following position to reinforce our motivated teams:

Key Account Engineer / OEM – Speaker

Location: Jiading district, Shanghai / 工作地点: 上海嘉定区

The OEM-Speaker plays a major role in the company's success and helps to develop the company's roadmap.

It is his/her task to develop and create opportunities in the areas of the OEM's he/she is assigned to it and benchmark with our own company goals. The market knowledge and specific know-how he/she gains through communication with the OEM's will be part of the business development process at imat-uve.

Your Function:

- Cooperates in the development of sales targets and sales strategy and define key-performance-indicators (KPI's) for the Balance-Score-Card (BSC) which is the major controlling tool for imat-uve.
- Participate in finding and developing new business areas.
- Follow-up on company targets according to BSC-KPI's regarding both existing as well as new business opportunities.
- Support all market related business (budget) planning incl. cost estimates
- Implement sales targets which correspondent to the overall company goals.
- Close liaisons with dedicated OEM's by supporting and following-up.
- Acquisition of new areas of existing as well as new OEM's.
- Developing and implementing acquisition measures based on the overall sales strategy.
- Preparing and conducting customer representative visits, which includes:
 - Initiate and organize appointments
 - Discussing OEM's related marketing and product strategies
 - Focussing on customer satisfaction and feedback to imat-uve organization
 - Promote networking of imat-uve OEM-Speaker within the group
 - Promote networking of imat-uve Acquisition and Project Coordination teams
 - Promote networking of imat-uve Technical Expert Authorities (TEA's are Product Manager)



Bonus system at imat-uve group

This position is eligible to participate on the bonus system of imat-uve. The bonus system based on strategic targets, which are defined in the Balance Scorecard (BSC). Typical targets are but not limited to:

1. Turnover imat-uve group
2. Turnover company
3. Success rate (quotations submitted vs. order intake)
4. Preparation time of quotes
5. Discounts used in average

- Preparing customer visit reports in time and share them within the imat-uve group.
- Participation in exhibition and trade shows.
- Support all marketing activities.
- Conduct regular customer surveys (customer satisfaction analyses).
- Support and organize annual meetings with the OEM.
- Follow-up on the open point list of the annual meeting with OEM and report results in due time.
- Develop market knowledge and build up (document) industry competence as a benchmark in regards to customers, competitors, social and technological trends and.
- Regularly create and develop new ideas, suggestions and proposals.
- Help to improve internal procedures and organization of imat-uve.

Your Profile:

- University Degree in Engineering, Industrial Engineering, Automotive Engineering or similar degree or professional training as a certified engineer with a relevant work experience.
- Work experience of at least 2 years in the field of project management (preferable in the automotive industry)
- Organizational ability and negotiating skills.
- Self-confident in front of customers
- Chinese native and fluent in English language. German language skills would be preferred.

We offer:

- Responsibility
- Exciting and challenging tasks
- Competitive salary package
- International career opportunities
- Good team spirit in an international working environment
- Training and seminars

If you have any further questions, feel free to contact us by e-mail: career@imat-uve.cn or phone.

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Read more: www.imat-uve.com

