

Power your future

Business Development Manager Europe

Wolong EMEA Sales Headquarter

(Full Time EU Country, e.g. Germany)

WOLONG | **ATB**

WE ARE THE **WOLONG GROUP!** One of the leading manufacturers of Power Drive System solutions and one of the world's top 3 producers in this segment. More than 15.000 employees worldwide whereof 3.000 in Europe. The product portfolio covers motors, generators, drives and soft-starters, transformers and other related products, in a power range from a few Watt to 135 MegaWatt. As a growing corporate, we offer our employees a great place to work and develop. Here, your initiative and teamwork are highly valued and your contribution and success are recognized. The European Sales Headquarter of the Wolong Group is located in Mönchengladbach, Germany.

About the Job: Are you looking for a position where you will be the key point of contact to the customer? The key role is to provide ongoing profitable growth for the Group through the promotion of the defined product range, leveraging the local Group sales team in a "push pull" process, to all types of customers. Your key focus is on our new range of BLDC / EC / PM motors & drives system solutions dedicated, but not limited to, the HVAC Market.

Responsibilities:

- Utilize the regional sales organisation to Introduce new products at existing and new customers within defined market segments.
- Establishing, maintaining & developing new customers and manage Key Accounts in close cooperation with regional sales teams.
- Identification of business opportunities, market potential and trends.
- Controlling of incoming project inquiries and coordinate technical requirements to adapt our products to customer's needs.
- Executing contract negotiations
- Budget planning, reporting and continuously analyzing the market.
- Participation in fairs, customer events etc.

Profile:

- Solid professional experience with external sales in HVAC motor & drives business
- Excellent business understanding and a high level of commercial business insight.
- Aggressive and independently in business development; pragmatic, problem solving, team-player, and flexible mindset to work effectively under pressure.
- You have affinity with motor & drive customized engineered OEM solutions for HVAC application, Home Appliance or other relevant applications.
- You have an excellent command of English and preferable German. Additional languages are counted as plus.
- Ready to travel and work within international business environment.

We offer:

An exciting job in an international and dynamic growing company with excellent opportunities for professional and personal development. A great team of committed colleagues with hands-on working attitude.

Your primary work location could be discussed, and you expect 40-60 travel days per year mainly in Europe.

We look forward to receiving your application via: WL-Recruitment.EUsales@atb.wolong.com