



Position Description

SALES MANAGER ASIAN TERRITORY

FISO Technologies

Location : China/Hong Kong

FISO Technologies, a manufacturer of fiber optic sensors and signal conditioners, is the world leader in fiber optic point measurement of physical and chemical parameters. Founded in 1994, FISO Technologies is part of the Roctest Group (RTT), a publicly traded company in Canada with sales in more than 75 countries through a network of representatives and distributors. FISO is currently seeking a Sales manager responsible for the development of FISO's business in China and in Asia with the objective of significantly increasing revenues. The desired candidate has a strong engineering background with experience in sales across Asia and is willing to work in a dynamic fast moving environment.

Responsibilities are to:

- Develop FISO's fiber optic sensor business in Asia
- Establish/support the indirect sales network
- Provide direct support to major OEM accounts
- Initiate and participate in promotional activities in the territory
- Elaborate regional marketing strategies with FISO marketing department
- Prepare yearly sales budget and provide monthly regional sales forecast
- Provide first line technical support to customers and distributors
- Provide basic product demonstration to customers
- Increase the number of clients and projects for FISO
- Follow the competition and provide intelligence information
- Prepare complex proposal and support negotiation

Qualifications:

- Degree in Mechanical or Electronic Engineering or equivalent
- **Fluent in Mandarin and English**
- **Five years experience in sales and marketing**
- Very good knowledge of the sensor market in Asia
- Willing and able to travel often in his territory and internationally
- Familiar with management software tools

Salary is commensurate with the experience and skills of the qualified candidate as well as receiving excellent benefits. Only those candidates selected for an interview will be contacted. Please send your resume to the following address and specify the reference number for the position you are applying.

FISO Technologies

Human Resources Dept.


Reference No.: P-073

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