

Market Manager APAC (focus China)

with potential as Managing Director

We are looking for an experienced **technical sales personality Market Manager China** who is willing to develop the Chinese market. This position will be filled in China, no relocation to Switzerland is necessary. Traco is a Swiss based leading power supply specialist www.tracopower.com

Main Objectives:

- Profitable sales within the area of responsibility
- Manage, monitor and develop the market
- Technical Support and Customer Management
- Represent and position "TRACO POWER"
- Ensure that Traco Power is positioned as the main power supply specialist and a reliable, technical competent partner

Main Tasks:

- Responsible and prime contact for the whole customer journey
- Structured business development and definition of strategies for key countries in APAC, esp. with focus on China
- Plan, implement, measure impact & take corrective actions for branding, market promotion, event & training activities
- Retain key customers and ensure that Traco Power is continuously used throughout the product life cycle

Working Experience:

- BSc / MSc in Electrical Engineering / Power Electronics or related field
- 5+ years of experience in the power supply market
- 5+ years of experience in market development / business development

Skills and character:

- Good team spirit
- Fluent in Chinese and English/German. Other languages are an advantage
- Self-motivated & pro-active behavior

Please send us your complete application documents by e-mail to Simona Carpinelli : bewerbungen@tracopower.com