



## Job Description

Job Title: **Business Director (based in Europe)**

Report to: Business General Manager (Zhuhai HQ site)

### Your responsibilities:

1. First priority is to develop new business and new customers from Germany / Europe for CYG IA.
2. Locate or propose potential business deals by contacting potential partners; discover and explore opportunities in Europe.
3. Work & coordinate with internal departments & segments to meet customer requirements.
4. Quote & negotiate selling price with customer, achieve CYG IA G.P. % Target.
5. Follow up customer visit and feedback.
6. Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
7. Report sales pipeline and activities to CYG IA management on a weekly and monthly basis.
8. Build market position by locating, developing, defining, negotiating and closing business relationships.
9. Set up and manage Business Development Department/Office in Europe. (later stage).
10. Give support in communications and relationship buildings to existing key customers in Europe/France.

### Your profile:

1. 8+ years Business Development, Sales and Key Account Management experience handling global customers.
2. Good English communication skills, preferred German, French speaking.
3. Work experience with Chinese companies preferred.
4. Experience with Automation preferred, good experience and contacts in Automotive Industry highly preferred.
5. Skills in Closing; Prospecting; Customer Needs-Based Selling and Presentation, Motivation for Sales, High Energy Level, Professionalism, Territory Management, Market Knowledge, Sales Planning, Achieving Sales Goals.

Ps: Candidate will be based in Germany/Europe to handle customers in Europe and coordinate works with China ZhuHai HQ team.

### Your application:

We are looking forward to receiving your application that should be written in Chinese or English, specifying your desired salary, your notice period.

Please send your application to [david.wang@intelligentgroup.cn](mailto:david.wang@intelligentgroup.cn)

CYG IA Intelligent Automation was founded in 2006 in Zhuhai. In 2015 we became the famous list firm CYG's subsidiary and stock code is 600525.SH.

We have been focusing on the research and development of high-end automatic test equipment and assembly equipment. Hitherto we have provided our high quality solution on the industries of consumer electronics, automotive, medical, new energy and LED lighting, industry. Intelligent Automation set up an R&D Department by the end of 2006, and now it is consisted of more than 500 professional R&D employees. We annually invest more than ¥100,000,000 in scientific research, whose investment is one of the highest among Chinese enterprises. Hitherto Intelligent Automation owns bases in Zhuhai, Suzhou, Shenzhen, and has a number of offices in Chengdu, Japan, American etc. Intelligent Automation has achieved ISO9001 Certification in 2008, and High-tech Enterprise Certification in 2010. We have achieved

132 patents, including 36 invention patents and 96 utility model patents. We implement strict management system and own professional technology.

Please see us at: [www.intelligentgroup.cn](http://www.intelligentgroup.cn)