



Sales Engineer (销售工程师) Full Time – Shenzhen, China (全职 – 中国深圳)

Job Details:

New Vision Display is seeking a Sales Engineer for our growing sales in LCD and touch panel products, especially within the automotive industry. This position is based out of NVD's Shenzhen, China office and reports directly to the Director of Sales for Asia.

Candidates must have a minimum of 2 years' B2B sales experience for LCD and touch products, preferably within the automotive industry. Candidates must be able to speak and write fluently in Chinese, and have decent written/speaking ability in English. Candidates must also be able to travel.

This Sales Engineer will manage a dramatically growing business that is already selling to significant worldwide recognizable brands. There is significant opportunity for growth beyond the current footprint. Salary is negotiable, based on experience.

Responsibilities:

- Generate new leads and aggressively grow sales within the Chinese market
- Develop and manage customer relationships to ensure high satisfaction and retention
- Define NVD's business priorities based on rapidly changing market and technology
- Work closely with entire value chain to ensure budgetary growth
- Track sales details and provide regular reports to senior management

工作介绍

New Vision Display 为我们不断成长的销售市场需要寻找一位 LCD 与触摸屏产品的销售工程师，有车载行业内经验者优先。职位基于 NVD 的中国深圳部门，直接汇报于亚洲区销售主管。

求职者必须要有最少两年 LCD 与触摸屏产品业务对业务的销售经验，有车载行业内经验者优先。求职者必须拥有流利的中文书面/口语能力，良好的英文写作/口语能力。求职者也必须可以出差。

销售工程师将管理一个正在迅速发展的，已经在向全球知名品牌销售的业务。除了目前的足迹外，还有很大的成长空间。工资根据经验面议。

职位职责:

- 开拓新的市场，在中国市场上积极扩大销售
- 开发和管理客户关系，以确保客户的满意和保留
- 定义 NVD 的业务优先级基于快速变化的市场和技术
- 与整个价值链密切合作，确保预算增长
- 跟踪销售细节并定期向高级管理层汇报



Desired Skills and Expertise:

- Minimum 2 years' B2B sales experience for LCDs and touch screens
- B2B sales experience within automotive industry preferred
- Fluent in written/spoken Chinese
- Decent English writing/speaking abilities
- Ability to manage a launch, coordinating activities with all related partners
- Experience managing and closing complex sales-cycles
- Excellent communication and presentation skills
- Ability to travel

需要的技能和专业知识:

- 最少两年 LCD 与触摸屏产品业务对业务的销售经验
- 有车载行业内业务对业务的经验者优先
- 流利的中文书面/口语能力
- 良好的英文写作/口语能力
- 拥有掌控发展和协调与所有相关合作者活动的的能力
- 管理和关闭复杂销售周期的经验
- 出色的沟通和表达能力
- 可以出差

New Vision Display is a U.S.-based global leader in manufacturing LCD, touch sensor, glass cover lens and screen protector products for small and medium-sized applications in the industrial, consumer, medical and automotive markets. NVD has over 3,000 employees worldwide with factory locations in China. Sales and Technical Support teams are located across the USA, Europe, and Asia to offer skilled local support to customers.

NVD's expertise includes passive and active matrix liquid crystal displays, OLED displays, projected capacitive touch technology, and chemical strengthening of glass for cover lens and aftermarket screen protectors. NVD is a one-stop solutions partner for display and touch modules and periphery, providing full-service product design, new product introduction, precise manufacturing, logistics and local support.

NVD has a strong reputation in the industry of offering innovative solutions, superior quality products, and excellent service to customers. NVD provides an energetic, respectful and positive working environment with competitive pay, excellent benefits and opportunities for growth.

Interested applicants should send resume and cover letter to:
GregorySmith@newvisiondisplay.com