

# Sales Manager China

(no gender preference)

We're one of the most ambitious and innovative start-ups in Switzerland. We've been successfully developing and producing mobile and stationary AC and DC charging stations for electric cars since 2014. Our Juice Booster 2, for example, has made us world market leader in its charger class. We want to expand this standing and see other products of ours take the lead, too. This is why we're looking to immediately hire an

You live in China or are willing to relocate to China. While your nationality doesn't matter, you communicate fluently in Mandarin and German or English. You have prior experience establishing and building a local sales organization in a competitive market. Holding a key point position, you identify new sales- and growth opportunities. As a successful salesperson yourself, you generate leads and quickly translate them into success. Ideally you have a technical background as well as sound knowledge of the Chinese EV-/ automotive industry as well as an existing and industry relevant network. You like being in the front-line action, rather than a backoffice administrator. You're accustomed to offense-oriented approaches and negotiate astutely at all levels.

We're looking for a leader with personality who sees what work needs doing, can set the right priorities, and seize on what's needed at any given moment. With us, you'll find ample room to move and, congruently, broad expertise and responsibility. And while a vocational diploma or university degree is certainly welcome, you can tell already: we'll measure you by your deeds and abilities, not by your credentials on paper.

Our interdisciplinary team is flexible, dynamic, highly committed, rich in ideas and witty – all traits that you, too, must have if you want to achieve and be at your best. If this is all the right fit for you, we'll prove to be very happy together.

Our location is in Hangzhou, China, from where you will be establishing the Chinese distribution network.

## You bring:

- demonstrable experience and success as sales manager
- keenly honed social and intercultural skills
- proven success as a hunter, not as a farmer
- highly flexible, solution- and goal-oriented approach with a strong sense of personal responsibility
- highly proficient language skills in Mandarin, and fluent in German and/or English

## We offer:

- a dynamic working environment in a young team
- an independent approach to working with a high degree of autonomy
- short decision-making channels
- exciting, richly diverse duties with opportunities to develop professionally and meaningful attitude
- a chance to take part in pioneering advancements

If you want to know what you are getting into: [https://youtu.be/kOOTU\\_rTajU](https://youtu.be/kOOTU_rTajU)

Please send your application documents to [jobs@juice-technology.com](mailto:jobs@juice-technology.com)

If you have any questions, please contact Kurt Müntener, Head of HR, +41 41 510 02 19.

We are not interested in standard applications, so please name your CV as [YourName]\_wantsJUICE.pdf and add the job title in the mail subject. This way we can quickly filter you out of the boring. And we rely on direct applications, so we do not pay any fees to recruitment agencies.

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