



Welcome to
Variosystems!

Variosystems is an internationally active company in the field of Electronic Manufacturing Services. We specialize in customer-specific system integrations - our portfolio ranges from engineering, electronic assembly / cable assembly to the finished product. More than 1,600 employees worldwide work to meet the needs and requirements of our customers from industry, aviation, medicine, transportation and defense. They rely on professional solutions that promise them economic added value.

For our company in Suzhou, Jiangsu with 220 employees, we are looking for a

Outside Sales

Goal(s) of this Position

- Ensure that all products meet or exceed the requirements set forth by the customer, IPC-A-610 and the internal bill of materials and Variosystems requirements.
- Work within the parameters of the QM system while pursuing general and Company specific commercial goals.

Tasks and Responsibilities

- Identify the new potential customer by different way but not limited to like online research, social media, industry fair, personal network
- Increase the target customer account base list and find the right approach to them
- Visit the target customer regularly and develop the relationship by different level or functional team of the customer organization
- Receive the RFQs from the customer and process the quote with Variosystem' support team
- Maintain the relationship with the customer
- Report the statue of each account as well as the projects working on

Required Knowledge Skills and Abilities

- Colleague +
- Proficiency in Microsoft office app
- Good experience in the electronics market. Good knowledge regards to the electronic components, manufacturing process.
- Good network in the electronics industry

Interested?

Please send your resume by e-mail to jobs@variosystems.com. We look forward to meeting you.