

Bronkhorst High-Tech BV, the European leader in Thermal Mass Flow Meters / Controllers and Electronic Pressure Controllers, has over 30 years experience in designing and manufacturing precise and reliable measurement and control devices. It is a world-wide organisation with its headquarters being located in Ruurlo in The Netherlands, with approx. 250 employees, in which 45 of these are involved with R&D, 120 in manufacture and 40 involved with after-sales service and customer care. In addition to the sales office in Veenendaal of The Netherlands there are subsidiary offices in Great Britain, France, Switzerland, Northern Germany, the USA, Japan, China and Taiwan, whereby local expertise and service is offered. Further more, it also built up an extensive complementary network of distributors and service stations across the rest of Europe and further representation in such countries as Australia, New Zealand, Canada, Israel, India, South Africa, Brazil and South Korea.

At this moment, Bronkhorst High-Tech B.V in the Netherlands is hiring for their subsidiary Bronkhorst (Shanghai) Instrumentation Trading Co.Ltd in China for the following position:

General Sales and Service manager

Tasks/Key responsibilities:

- Recruiting staff, creating and leading a cohesive team, guiding the team to meet sales and service targets, identifying staff coaching needs, reviewing staff performance and completing reporting information and administrative duties
- Set-up and management of sub-organization's daily operations in China; apply Lean & Clean philosophy in all processes
- Make, develop and support long term and annual business and marketing plans in China in accordance with Bronkhorst headquarters' management plan and fulfill these
- Communicate with key customers, translate the customer's need into a clear quotation
- Maintain customer relationships and satisfaction
- Report and provide leadership and vision to Board of Directors
- Execute responsibilities according to lawful and ethical standards and be a positive role model for the origination's employees.

**Requirements:**

- Excellent communication skills and proven ability to effectively communicate with a wide variety of customers both external and internal in a management level
- Ability to read, analyze and interpret general business correspondence and technical specifications, processes and procedures.
- Ability to motivate people and develop them to the maximum of their abilities
- Ability to make and develop long term and annual business plans and fulfill these
- A working knowledge of gas, or liquid flow; or vacuum systems, or processes; are highly beneficial.
- Ability to effectively deal with customer issues on both a commercial and technical level.
- Familiar with financial aspects relevant within the managerial scope of this position.
- Has at least 3-5 years sales and management experiences in China in a similar type of products or industry
- Planning and willing to go back to Shanghai
- Willing to working for the company in a long term point of view
- A Chinese citizen
- Has a Bachelor degree or master degree, in a technical and management discipline
- Speak fluent Chinese and English, Dutch language would be a plus
- Computer skills should include an excellent working knowledge of Microsoft Office Suite.

Working place:

Shanghai, China

Starting date:

The preferred start of the new candidate is in the course of the coming months

What we can offer:

An international working environment

A competitive salary package based upon Dutch and Chinese labor law, as well as experience and qualifications

Interested?

Please send your English or Dutch CV and motivation letter to the following address or email address (CV and motivation letter in Chinese language is not acceptable):

Bronkhorst High-Tech B.V

To: Human Resource Department

Nijverheidsstraat 1A, 7261 AK Ruurlo;

Or: sollicitaties@bronkhorst.com

For more information or questions regarding to this position:

During 16-08-2012 to 24-08-2012, please contact Ben Brussen;

During 27-08-2012 to 17-09-2012, please contact Pim van der Hall

Telephone number: 0573 45 88 00

For more information regarding to the company, please visit following website:

www.bronkhorst.com