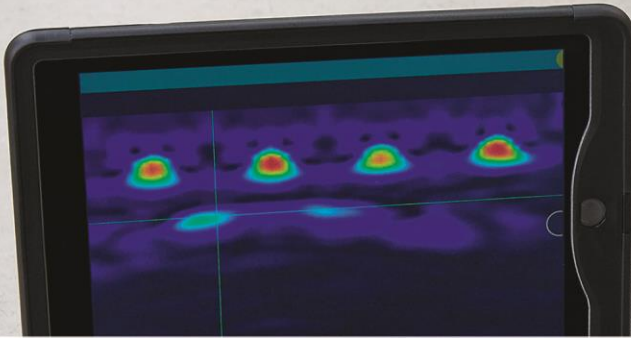


Dedicated. Professional.  
High Precision. Swiss Made.



Proceq ([www.proceq.com](http://www.proceq.com)) is a pioneer of our industry with a global footprint, and a technology and market leader in the non-destructive testing (NDT) of materials. At the same time, we are a digital contender that shapes the future of our industry with wireless sensors, digital business models, and Artificial Intelligence. We set the golden standard in the testing of metals and composites, thanks to our ultra-portable instruments, user-friendly UX, and cloud-enabled productivity gains. With our mobile-first strategy and innovative business models, we revolutionized concrete inspection and imaging with on-site 3D tomography and Augmented Reality. With an industry-leading double-digit growth, we are now doubling down on our technology leadership and global market access and moving ahead to disrupt the markets and other players in even more product categories. To fast-track further, at our Business Unit in Shanghai China, we are now looking for a proactive and very structured

## Head of Sales

You will be the main driver to a sales team that has achieved the highest growth rate among all our business units worldwide in the past 2 years. You will also be the “key influencer” on bringing Digitalization in our new products and Hardware as a Service (HaaS) model to the Chinese market. Furthermore, you will participate in our long-term strategy of introducing “industry 4.0” solutions with advanced technologies such as AR, Machine Learning to revolutionize the way people work.

### Your main responsibilities:

- Increase overall sales revenue in China through generation of recurring sales revenue from our business solutions, both hardware (HaaS) and software (SaaS).
- Plan, strategize and develop new or key markets and segments to increase sales of our technology products, especially our new IoT solutions.
- Achieving and exceeding the monthly, quarterly and annual sales budgets by the development of sales through internal sales team, designated distributors and E-commerce.
- Manage the sales team in achieving individual and team targets.
- Manage the business based on action-planning, key performance indicators and operational reviews.
- Visiting end-user customers within the region to gain an understanding of customers or markets and develop effective sales strategy.
- Preparation of the annual sales targets and management of assigned budgets.
- Conduct periodic performance reviews with distributors and map out action plans on achieving targets.
- Demonstrate products and conduct presentation or sales pitches during sales visits, technical conferences, seminars and other marketing events.
- Coaching the team and distributors, monitoring sales pipeline, and accompanying sales staff in key partner, distributor or customer meetings.
- Planning and execution of effective sales and marketing programs with the distributors to maximize product awareness and development.

### Your qualifications:

- A university degree with minimum 5 years sales management experience.
- Proficient in both written and oral English skills.
- Strong communication, presentation and organizational skills.
- Proven track record of taking market share with distribution-based business.
- Demonstrated ability to manage distribution partners and sales team.
- Experience in sales of NDT or industrial testing instruments is a plus.
- Must be able to travel very frequently (> 50%).
- International cultural awareness and management style working with colleagues in Europe and Asia.

We look forward to receiving your complete application documents by e-mail in PDF format

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