



Elomatic is a leading Northern European consulting & engineering company and a global software provider. Over 700 Elomatic engineering professionals work within the mechanical, process, energy and shipbuilding industries. Software development is focused in 3D plant and ship design under the brand Cadmatic. Elomatic has five offices in Finland, an office in Poland, Russia, Serbia and China as well as a joint venture in India. Elomatic is a globally operating, privately owned company and has clients in over 70 countries around the world.

Elomatic started operations in China with the opening of its Shanghai office in June 2008. Elomatic is interested in serving potential customers in China in all our customer segments. Initial efforts have, however, been concentrated on developing contacts within the mechanical engineering industry (cranes, rolling stocks, paper machines) and the process industry (paper and chemical industry, power stations, piping and steel structures). The promotion of our Cadmatic 3D plant and ship design software in China is underway and several customers have already been acquired.

## Elomatic (Shanghai) Co. Ltd is recruiting

# Marketing & Sales Engineer/Manager

### We offer the applicants:

- Challenging marketing job in consulting and engineering business
- International and modern working environment
- Education tailored to applicants needs
- Competitive salary

### His/Her Major responsibilities:

- According to company's strategic planning and market conditions to assist General Manager to develop an overall marketing strategy, sales plans and quantitative sales targets
- Responsible for the independent development of the market and customers, and optimizing the system for the market to expand Elomatic's business
- External senior staff and customers, on-site operations personnel coordination, negotiations with customers, contacts, collections, etc.
- To maintain good communication and contact with customers, keep abreast of the state of customers, to gather customer information
- Keep abreast of the latest customer needs, attention to any customer-related knowledge and information and keep record and feedback to General Manager
- Statistics and analysis of market competition, strategy in time in order to adapt to market changes.
- Selling consulting and engineering services to Mechanical Industry and Process Industry and Cadmatic 3D software solutions to the Process and Marine Industry
- The completion of annual sales targets
- Participate in and complete the bidding program
- Build up marketing team from the beginning and train them
- Design and develop solutions, according to project targets and requirements if necessary
- Participate in design reviews
- Participate in customer meetings and contact other customer units abroad if necessary
- Cooperate with other units of Elomatic in Europe and Asia
- Troubleshoot marketing and sales related problems
- Other related tasks assigned by General Manager

### Our Requirements:

- Bachelor degree or above in Mechanical Engineering or equivalent
- Minimum 10 years experience in mechanical engineering in design institutes, heavy or light industry
- Minimum 5 years experience in marketing or sales

The candidates must have a solid and concrete knowledge of mechanical design. Knowledge of piping design, chemical industry, marine industry or stress analysis and manufacturing methods is a plus

- Good command of both spoken and written English, as well as Mandarin
- Good command of Office software and 3D engineering some software (CATIAV5, SolidWorks, etc.)
- Good responsibility, good teamwork spirit, remain active and positive
- Enthusiastic and self motivated working attitude, can work independently to develop the market, and can travel extensively and work under high pressure
- Good health

Elomatic offers you interesting learning and development opportunities. Take the challenge! For more information please contact Mr. Jouni Lemmetti +86 13816407788 at our Shanghai office. Mail your application with your salary expectation by 31.3.2010 via our web pages [www.elomatic.com/jobs](http://www.elomatic.com/jobs)