

Job advertisement: Sales representative

Who we are:

CG Rail GmbH is a Chinese-German Joint Venture with the world's largest rolling stock company CRRC based in Dresden (Saxony/Germany) with 30 employees. The main focus of CG Rail GmbH is the development of innovative lightweight solutions in multi-material design for railway vehicles and other transportation systems. The company, founded in 2015, cooperates closely with other renowned research and industry partners in lightweight systems engineering around Dresden - like University of Excellence "Technische Universität Dresden" - as well as in Europe and China to develop national and international collaboration on ultra-modern rail vehicle projects. The world's first full carbon lightweight metro "CETROVO" - developed within only 2 years in close cooperation with CRRC Sifang - is an impressive example for the excellent innovation- and performance-potential of CG Rail and its partners.



Picture: World's first full-carbon lightweight train

CRRC Qingdao Sifang Co.,Ltd. (CRRC Sifang) is the main shareholder of CG Rail GmbH. It was founded in 1900 and is located in the beautiful seaside city of Qingdao (China) covering an area of 1.77 million square meters. It is the core enterprise of CRRC Group, the industrialization base of China's high-speed trains, the domestic subway and light rail vehicle manufacturer and the important export base of national rail transportation equipment products. It owns well-equipped, technically advanced, specialized and large-scale manufacturing base, and has formed seven product platforms namely high-speed EMUs, intercity train, subway vehicles, modern trams, monorail vehicles, high-grade railway vehicles and DMUs. With 14 subsidiaries and 9 representative offices in China and abroad, the company has more than 10,000 employees, more than 21% of whom are engaged in product and engineering research and development. With the operating philosophy of "quality first, leading through innovation and customer oriented", CRRC Sifang is striving to build an excellent enterprise with railway passenger transportation equipment as its core.



Picture: CRRC Sifang in Qingdao / China

At present, CG Rail GmbH together with CRRC Sifang plans to set up a new marketing department in Dresden to actively promote the marketing of German and European rail vehicles and other products, manage customer relations and carry out new project tracking and tendering tasks. On the one side CG Rail will establish a platform for European suppliers to connect with CRRC Sifang in China. On the other side the establishment of a sales agency for trains from CRRC Sifang in Europe is planned.

More information about CG Rail GmbH and CRRC Sifang can be found under the following links:

www.cgrail.de

www.crrcgc.cc/sfgfen

Who we search for:

Position: Sales representative / marketing manager

Location: Dresden, Germany

Job description:

- ⇒ Acquisition of customers in Germany and surrounding Western Europe, seeking project opportunities; establishment of customer archives, coordination and maintenance of customer relations;
- ⇒ Collection of market information, research and development, market information including but not limited to competitors, partners, project information, customer requests and other information that is beneficial for developing the market;
- ⇒ Analysis of the market, making recommendations for market development strategies;
- ⇒ Close coordination with management of CG Rail and main shareholder CRRC Sifang concerning marketing strategies
- ⇒ Assisting in marketing activities, such as exhibitions, etc.;
- ⇒ Collaborating with technical departments to provide customer solutions according to customer requirements;
- ⇒ Preparation of documents and reports on sales;
- ⇒ Handling of sales-related affairs.

What we expect:

Qualifications required:

- ⇒ University degree or higher education (Bachelor's degree, Master's degree, diploma or above) in international trade, marketing, economics and/or engineering;
- ⇒ Five or more years of sales-related experience in the rail transit industry, priority is given to those with market resources in this industry;
- ⇒ Network in rail transit industry;
- ⇒ Familiar with public tender and procurement processes of operators in Germany and Europe;
- ⇒ Fluent in oral and written English & German;
- ⇒ Proficiency in the use of office software;
- ⇒ Assertiveness and excellent communication skills;
- ⇒ Self-confident, conscientious and have sense of responsibility to the work, capable of work under cross culture;
- ⇒ Good at teamwork and process excitability, willing to make domestic and international business trips;
- ⇒ German driving license holders are preferred

What we offer:

- ⇒ Working with highly skilled and motivated international team
- ⇒ Good working atmosphere
- ⇒ Attractive base salary with bonus option depending on yearly acquisition volume
- ⇒ Possibilities for further education and training

How to apply:

The application documents shall include:

- ⇒ Cover letter in English and German language (Please indicate in the letter your availability for the job and the salary expectations)
- ⇒ Curriculum vitae (photo is desired) in English and German language;
- ⇒ Certificates;
- ⇒ References;
- ⇒ Recommendation letters and practical training certificate (if any).

Please send your complete job application documents to:



Postal: CG Rail GmbH
Freiberger Straße 33
01067 Dresden, Germany

Mail: bewerbung@cgrail.de

Personal data within the scope of this invitation to tender will only be processed for the application procedure and will be deleted after completion of the procedure. We will handle all documents with strict confidentiality.