



HARTNER

Precision Cutting Tools



Close to one and a half centuries of experience and 400 sales partners in 50 countries, Hartner stands for internationality and a global market presence. As a competent partner for round metal-cutting tools worldwide, Hartner offers precision tools for boring, milling, reaming and threading processes as well as modular tooling systems. The standard product range includes in excess of 20,000 articles for a multitude of applications. In addition, Hartner offers a wide range of customised special tools to customer requirements.

Today we are in search of staff for our Shanghai office and are looking to fill the vacancy of our

Chief Representative for China

The job holder will be put in charge of the following responsibilities:

- representation of Hartner in China and securing of the best local Hartner service
- further efficient development of the brand Hartner in China
- extension of the existing distribution network by acquisition of new prospective distribution partners
- technical and commercial support for our existing distributors
- support of end customers in collaboration with our regional distributors
- fulfil the role as a link between Hartner Germany and its distribution partners
- fulfil the role as a local link between the Chinese subsidiary of our parent company and ourselves
- participation in exhibitions all over China
- reporting to Hartner Germany

The task of the job holder requires a high degree of independence. You will be the responsible contact person for all of our Chinese partners. The maximum possible guidance by Hartner Germany will be given at any time and technical contact persons will support.

We expect the candidate to fulfil the following qualifications:

- College or Bachelor Degree in Mechanical Engineering with a sense of marketing or in Business Administration with technical background
- more than five years of sales background in the field of tooling, machining or mechanical processing
- ability of dealing with and finding solutions for technical problems on-site at the customer
- good ability to communicate
- fluent business English essential
- excellent MS-Office skills
- well-organised, a good team player, able to properly plan, high working efficiency
- willingness to travel within Mainland China on a regular basis

An interesting remuneration package is guaranteed in a labour contract concluded with the Chinese subsidiary of our parent company that has a large local workforce of 800. We look forward to receiving your application by email to china.job@hartner.de along with your CV, certificates and your salary expectation.