

Sales Manager - Position Summary

Modern Water is a pioneering and innovative technology company, specialising in membrane water treatment solutions and advanced monitoring products. Modern Water was established in 2006 by IP Group Plc to develop and commercialise IP and technologies related to the treatment of water and has a thirty-year history at the forefront of water monitoring. Modern Water's deep industry knowledge is based on technology spun out of Cardiff and Surrey universities in the UK relating to membrane desalination and domestic wastewater treatment. It floated on AIM in the UK in 2007, and in 2011 acquired Microtox, a US based business supplying water monitoring equipment with a portfolio of toxicity and trace metal monitoring products, some of which constitute the regulatory standard. The toxicity monitors comprise the Microtox LX (Lab based), Microtox FX (portable) and Microtox CTM (continuous monitoring) derivatives. All require a regular supply of reagents to detect toxicity. Trace metals are detected using the Microtrace PDV (portable and lab based) and the Microtrace OVA (continuous monitoring). The company has customers in almost 60 countries, and six countries across the world have legislated that Modern Water monitoring test systems are written into their environmental protection legislation. There are more than 2,900 Microtox units installed around the world.

Modern Water's Water Monitoring Division is a specialty manufacturer of water monitoring equipment that measures toxicity and the presence of trace metals. Our products help protect water systems, improve processes and may assist customers avoid regulatory penalties.

Job Description:

The Sales Manager is the primary front-line sales representative for strategic accounts and is vital to our organization's ability to deliver customer value and drive accelerated growth. The Sales Manager works within a strong network of talented professionals who provide industry leading customer service and support.

This role is responsible for strategic sales targeting large customer accounts with multiple influencers in their assigned geographic territory. This position will be responsible for all sales resources in country, promoting the company's products and driving incremental sales. Working from a home office, or the main office in Shanghai, this highly autonomous role requires strong business acumen, planning, and the ability to execute strategically.

Essential Functions:

- Develops annual sales plans to achieve assigned targets and manages sales personnel within China in order to meet sales goals. To be done in close conjunction with Country Manager.
- Participates in sales activities including customer site visits, telephone contacts, trade seminars and shows, product demonstrations/evaluations, customer seminars and channel management.
- Establishes and maintains relationships with direct customers and channel partners including consultancy and engineering firms, independent distributors and resellers
- Collects and reports information on all competitive activity, business opportunities, sales trends and results within the assigned market providing input during monthly business review
- Executes planned activities and provides monthly reports to Country Manager.
- Manages all opportunities following standard sales process steps.

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- Prepares and presents a monthly pipeline review to demonstrate the quality of the pipeline, activity plans and command of the account base.
- Prepares and presents monthly forecast by accurately managing opportunity dates, dollar value and probabilities.

Essential Experience

Our ideal candidate has the following experience and skills:

- 5-10 years of direct sales management experience.
- B2B experience selling complex industrial products and solutions.
- BA, BS or MS degree (required). A degree in a science related field such as Chemistry, Biology, Environmental Science, Engineering or equivalent.
- Experience in of the following vertical markets is an asset (Waste Water, Drinking Water, Mining, Power Generation, Beverage or Industrial Water).
- Formal sales training and/or experience in value selling ad target account management a plus.
- Ability to travel up to 60%+ of their time within assigned territory.
- Demonstrated competence in office productivity software applications (MS Office and online CRM's etc.)
- Excellent communication skills in both Mandarin and English

Critical competencies

- Ability to develop and execute to a business plan and manage territory, including sales personnel, as if it were one's own business.
- Engages stakeholders and internal resources to best serve customers.
- Listens to the voice of the customer and asks great questions which inspire breakthroughs for our customers.
- Willing to move to action quickly and not get derailed in details or fear of failure.
- Uses metrics, KPI, and forecasting to self-manage productivity.

Seniority Level

Mid-Senior level

销售经理 - 职位描述

现代水务(Modern Water)拥有、安装并运行世界领先的膜法技术，并开发和供应创新的水质监测系统。公司专注于淡水稀缺和废水处理领域并提供全球解决方案。公司总部设立于英国并在伦敦证交所上市。现代水务在包括中国、美国、阿曼、日本等全球 60 个国家有业务运营。

现代水务的监测仪器部门专注于水质分析仪器的设计、开发和应用。公司研发的水质监测系统基于创新的发光细菌传感和电化学技术，对水、土壤和工业排放样品中的综合毒性、重金属和环境污染进行快速精准分析。

Microtox®生物毒性监测产品系列至今已有 30 余年的应用历史，Microtox® LX 台式分析仪是实验室快速毒性测试的行业标准。Microtox® FX 分析仪是适用于现场应急的便携式分析仪。Microtox® CTM 是一款连续式分析仪，用于现场在线监测水中大范围的毒性物质。该项技术分别于 2011 年和 2020 年获得 Cardiff University 的毒性监测仪创新奖和仪器信息网的科学仪器优秀新产品奖。

MicroTrace 重金属监测产品系列包括便携式的 PDV6000ultra 分析仪和两款在线连续监测系统：OVA7100 和 OVA7100 Dual Cell。检测技术成熟可靠，支持对最多 24 种重金属元素进行快速、精确的测定。用户可轻松通过远程访问进行系统操作和协作，仪器简单易用，维护方便。

现代水务水质监测产品凭借其品质、可靠性、易用性在全球享有盛誉，为国内各行业用户在污染源监控、环境风险评估、饮用水安全保护、应急检测、学术研究等领域提供助力。

职位概述

销售经理作为面对主要客户的一线销售代表，其主要是为客户提供行业领先的客户服务和支持，并推动公司业务加速增长，其需要强大的业务敏锐度，规划能力和战略执行能力。

销售经理负责销售战略制定，目标是在其指定区域内获得多个大型销售业务及客户，并且将负责所有销售资源，以及公司产品的推广。这个职位将会与 Modern Water 现有的位于上海的优秀团队一起工作。

岗位职责

- 制定年度销售计划以及销售额分配，管理中国境内的销售人员以实现销售目标，并与其他国家/地区的销售经理密切合作；
- 参加市场及销售活动，包括客户现场访问、电话联系、学术研讨会和展会、产品演示/评估，客户会议等；
- 与最终用户和代理商（包括咨询和工程公司、独立分销商和转售商）建立销售网络并维持关系；
- 收集并报告指定市场内所有竞争活动、商机、销售趋势和中标结果的信息，在每月业务审查时反馈输入；
- 执行计划的活动并向中国区总经理提供每月报告；
- 按照标准销售流程步骤管理所有销售线索；
- 准备并提出每月的销售进度记录，以证明销售进度、活动计划和客户订单的准确性；
- 准确预测以及管理销售日期、价值和概率来提供每月销售预测。

职位要求

- 具有 5-10 年的销售管理经验；
- 具有工业产品和解决方案的 B2B 销售经验；
- 文学学士、理学学士或硕士学位（必需），科学相关的专业，如化学，生物学，环境科学，工程学或同等学历；

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- 在以下垂直市场中具备销售经验（废水、饮用水、采矿、电力、饮料或工业用水）；
- 具有正规销售培训经验和/或拥有优质销售和目标客户管理经验的优先考虑；
- 能够在指定区域内出差占比 60% 以上；
- 能够熟练操作办公软件及 CRM 管理系统；
- 优秀的中文和英文沟通能力。

关键能力

- 能够制定和执行业务计划并管理包括销售人员在内的销售业务；
- 能够吸引利益相关者和内部资源来为客户提供优质的服务与支持；
- 能够倾听客户的声音，并提出重要的建议，以推动客户产生需求；
- 能够有较强的执行力，不会在细节上出错或失误；
- 能够使用指标，KPI 和预测来自我管理。

职位级别

中高级