

Technical Sales Inter - 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 commercialize 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.

Responsibilities

- Responsible for technical support; communicate with distributors for indirect sales; implement appropriate measures to support sales.
- Participates in sales activities including customer site visits, telephone contacts, trade seminars and shows, product demonstrations/evaluations, customer seminars and channel management.
- Collects and reports information on all competitive activity, business opportunities, sales trends and results within the assigned market providing input during monthly business review.
- Application technical support and instrument training.
- Technical quotation generation and before/after-sales support.
- Involve and contribute in client discussion, projects initiative and proposal development and preparation.
- Executes planned activities and provides monthly reports to Country Manager and assist sales managers in projects execution management as in internal liaison across function.
- Support sales team creating and managing sales funnel, target lists, and outreach processes, manages all opportunities following standard sales process steps.
- Assistance on updating website and Wechat mini program creation and operation; SEO and keywords searching; online media analysis and purchase strategy; data tracking and analysis etc.
- Other responsibilities as assigned by management.

Our ideal candidate has the following experience and skills:

- BA, BS or MS degree (required). A degree in a science related field such as Chemistry, Biology, Environmental Science,

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Engineering or equivalent.

- Knowledge of analytical instruments and technologies for monitoring toxicity, trace/ heavy metals and environmental contaminants in water, soil, food and industrial process streams.
- Experience in of the following vertical markets is an asset (Waste Water, Drinking Water, Mining, Power Generation, Beverage or Industrial Water).
- Strong written and verbal communication skills in English and Mandarin.
- B2B experience selling complex industrial products and solutions is a plus.
- Candidate must have desire to learn, a hard working attitude, and demonstrated talent within a collaborative environment.
- Good sense of communication and comprehension, excellent organizational and inter personal capabilities.
- Highly motivated by team success and hope to be translated into employment in the future

技术销售实习生 - 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、重金属和环境污染物进行快速精准分析。

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。

职责

- 负责产品技术支持；与经销商沟通以进行销售；采取适当措施以支持销售工作。
- 参与销售及营销活动，包括客户实地拜访、电话沟通、产品展示/演示、客户研讨会和渠道管理；
- 收集和报告指定市场内所有竞争品牌和产品的活动、销售趋势和招投标信息，在月度业务审查期间进行汇报；
- 产品应用技术支持和仪器培训；
- 进行技术报价和售前/售后支持；
- 参与客户讨论，并针对项目情况提出建议和提案；
- 执行计划的活动并向中国区经理提供月度报告，并协助销售经理进行项目执行进度管理，以及跨职能内部联络；
- 支持销售团队创建和管理销售漏斗、目标清单和外展流程，按照标准销售流程步骤管理所有机会。
- 协助更新网站及微信小程序的制作和运营；SEO 和关键词搜索；在线媒体分析和购买策略；数据跟踪和分析等。
- 管理层分配的其他职责。

我们理想的候选人应具有以下经验和技能：

- 具备学士或硕士学位（必需）。并拥有科学相关领域的学历，如化学、生物学、环境科学、工程学或同等学历。
- 了解用于监测水、土壤、食品和工业流程中毒性、痕量重金属和环境污染物的分析仪器和技术。
- 在以下领域具有一定经验的优先考虑（废水、饮用水、采矿、发电、饮料或工业用水）。
- 具有较强的英语和普通话书面和口头沟通能力。
- 有销售复杂工业产品或 B2B 解决方案的经验者优先。
- 候选人必须具有强大的学习能力及愿望、勤奋的工作态度和协同办公能力。
- 良好的沟通和理解能力，优秀的组织和人际交往能力。
- 对团队的成功具有高度的积极性，并希望在未来转正。

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