



Hightech with
Enthusiasm

TRUMPF

TRUMPF, headquartered Germany, is an innovative high-tech company comprising of four divisions:

Machine Tools, Laser Technology, Electronics, and Medical Technology.

Since its foundation in 1923, TRUMPF has developed into a world market and technology leader in each of its areas of activity, with sales of 1.34 billion Euro (fiscal year 2009/10) and around 8000 employees in 50 subsidiaries all over the world.

TRUMPF (China) Co., Ltd is a wholly invested subsidiary of the German TRUMPF group. The first subsidiary in China was founded in the year 2000. Now, over 350 employees are working for our company in China.

We offer our customers the most innovative and high-quality products as well as solutions to their problems – in sheet metal processing, laser-based production processes, electronic applications and in hospital equipment.

TRUMPF China with headquarters in Shanghai and several branch and representative offices in different cities all around the country is growing rapidly. To support the long term and strategic business development in China, TRUMPF China invested more than 20 million Euro in the past ten years and a further major investment is underway.

To meet our fast growing business needs, we are seeking highly qualified and motivated individuals to join our team and develop their career together with TRUMPF.

德国通快是一家创新型的高科技公司，分为机床、激光科技、电子及医疗设备四个部分。自1923年成立以来，通快在其各业务领域中都已发展成国际市场及技术的领导者。在2009/10财政年度，通快的销售额达到13.4亿欧元，并在全球各地拥有50家子公司和大约8000名员工。

通快（中国）有限公司是德国通快集团的独资子公司。通快在中国的第一家子公司成立于2000年。目前，通快在中国有超过350名员工。我们向客户提供最具创新性的优质产品，并针对其问题提供解决方案；这些解决方案涉及金属薄板加工、激光生产工艺、电源应用及医院设备等方面。通快中国的总部位于上海，并在不同城市有多家分公司和代表处，近几年发展迅速。为了支持在中国的长期战略发展，通快中国在过去十年中投资了超过2千万欧元，且进一步的投资项目也在计划之中。

为了满足我们不断扩展的业务需求，我们正在寻找积极进取的专业人才加入我们的团队，和通快一起发展他们的事业。

Interested in the following job opportunity ?

The easiest way to apply is your online application. Please send your English application with your resume and all relevant certificates to recruiting.TH600@de.trumpf.com

Do you have any questions? Human Resources will be happy to assist you.

Job opportunity:

Product Specialist – Laser Machine (m/f) / 岗位名称: 产品专员——激光器

Department: Machine Tools

Location: Shanghai, China

Responsibilities:

- Become technical expert for 2D laser machines for sheet metal processing. Provide technical product support and training to sales department.
成为二维钣金加工激光器的技术专家, 并提供技术产品支持及对销售部门的培训
- Develop and implement comprehensive marketing plan to increase market share. Design product demonstrations for trade shows, marketing materials, technical seminars. Influence pricing strategy.
开拓并实施全面的市场计划以增加市场份额。为展会、市场素材及技术研讨会设计产品展示。改变定价策略
- Analyze competitor products and features and develop technical sales arguments.
搜集研究市场中同类产品信息并制定技术性的销售策略
- Define local customer requirements and communicate with R&D department in Germany. Assist in defining product development roadmap for next generation machines.
了解当地客户的需求并与德国的研发部门联系。协助制定下一代机型的产品发展方向。

Qualifications and Requirements:

- Diplom/Master diploma from German University
德国工科硕士
- Major in Mechanical engineering or similar (“Maschinenbau”, “Wirtschaftsingenieur” or comparable course of studies)
机械, 经济工程或其他相关专业
- Clear and well structured oral and written communication skills, strong analytical capabilities, good technical background in order to understand advanced machines and processing technologies
口头和书写交流技巧清晰且具有逻辑性, 优秀的分析能力, 良好的技术背景以理解现金的机器和加工工艺
- Mandarin, fluent German, English: CET 6 will be plus
良好的中文表达能力, 德语流利, 英语六级水平者优先

Interested? Then send us your resume. As an international company, we'll provide you with an attractive career prospect. We offer a modern company structure, a cooperative working atmosphere as well as a performance-oriented reward. Should you have any enquiries, please feel free to contact our HR department.

感兴趣吗? 那么就将您的简历发给我们吧。作为一个国际化的公司, 我们会提供给您一个有吸引力的事业前景。我们能提供一个现代化的公司架构、一种合作性的工作范围和重视绩效的报酬体系。如有任何问题, 请和我公司人事部门联系