



**Let's shape the future together,
strengthen our team
in Southeast Asia!**

Welcome to the Peters-Team!

The Peters Group, based in Kempen, Germany, is an independent family-owned company and the world's only full-range supplier of coating materials for electronics.

Peters is a market leader in high-tech coatings for printed circuit boards and for the manufacture and protection of assemblies and electronic components. The coatings are used in e-mobility, industry robots, new energy, aviation, LED / lighting and other industrial applications.

For over 50 years, the research and development team has been working closely with customers to develop practical solutions. With its international sales offices and around 65 foreign representatives, Peters is a competent partner for more than 4000 customers in over 90 countries.

To strengthen our team we are looking for a
SALES MANAGER (m/f/d).

– for the next possible date –

Responsibility

With the full understanding of the client requirement, the candidate needs to be prepared as follows:

- Responsible for sales team management, follow up the key customer status, drive the sales growth and strategy, managing the routine task for all sub-ordinates
- Responsible for most of the existing business: sales plan, project pipeline management, price negotiation, customer relationship enhancement, new opportunity identification on the existing or new customers, leading a sales team to reach the sales target
- Responsible for market exploration/new opportunity developments for coating material, and form together with the management on the sales strategy

Requirement

- Engineering bachelor's degree or above. (Mechanics, Chemical, Electronics related)
- 5 years or more sales experience of similar products or similar end customer
- Sales experience and network in chemical materials, coating, SMT, PCB, EMS
- Have the experience of sales team management
- Understand the value chain of automotive and industry segment
- Application development and project management background
- Successful team leading and sales management experience
- Good independent work capability and strong ownership attitude
- Strong communication and interpersonal skills
- Hard work and teamwork spirit is necessary
- Communication: meet the communication need in English for daily work and the internal business meetings

What we offer

We offer a highly interesting and exciting field of work with great creative and development potential in an experienced and progressive company with long-term objectives and a product portfolio that is both unique and successful worldwide - from now on also especially in / for Southeast Asia.

If you are interested, send a motivation letter and your CV to Mr. Julian Wang:
HR-SEA@peters.de

Success as a team is the foundation for the global success of our family-owned company. We look forward to receiving your application.

www.peters.de