

Job Description for the Position as Sales/BD Manager

Full-time;

Hamburg or home-base remote

3S Europe GmbH in Hamburg, Germany, is a subsidiary of 3S LIFT, a leading global provider of safety equipment and engineering services for working at height.

3S LIFT products and services have been applied in more than 2,000 wind farms in 65 countries, and across 16 industries, ranking among the top 3 in the world in wind industry segment. 3S LIFT has around 900 employees in US, China, India, Europe and Brazil. The company holds 400 patents and owns an annual growth rate of 30%+.

3S Europe GmbH is a growing and well-funded company that is disrupting the industry with a unique product innovation. Our mission is to improve workplace safety and job satisfaction in the physically demanding wind industry, by providing our customers with market leading quality products and premier customer service. 3S Europe will grow to 20-30 employees in the next two years. 3S Europe covers the European market with the functions of sales and marketing, engineering, finance, warehouse and spare parts, training & product presentation, and after-sales services.

As part of our team at 3S LIFT in Europe, your focus will be to spend your time with customers and projects, promote the sales and delivery of our products to Europe and the execution of European projects.

Your tasks will be diverse and include:

Strategic Planning:

- (1) Researching and analyzing the European wind market based on sales strategies, particularly in the aspect of utilities/IPP/Wind farm owners, increasing the company's product market share and competitiveness, determining the implementation of European strategies and achieving the sales goals.
- (2) Developing short-, medium- and long-term strategies and action plans; be able to effectively implement them as planned, and reporting the status to the company in a timely manner.
- (3) Ensuring the accuracy of all plans, statistics, and document information of the internal office system.

Sales/BD:

- (1) Collecting and following up on sales opportunities, establishing customer information database, and regularly updating customer information.
- (2) Breaking down sales tasks for European markets, following up with customer needs, and reaching sales targets.
- (3) Negotiation of sales contracts and signing, overall planning and following up on project progress to ensure projects are delivered on time and at high quality.
- (4) Evaluating customer payment status, analyzing payment collection risks and formulating

corresponding plans.

CRM:

- (1) Regularly coordinating with different departments for customer visits and relationship management as well as customer demand analysis. Formulating customer visiting and relationship management plans, ensuring a good frequency and engagement to guarantee good relationships with customers.
- (2) Responsible for leading and following up on product approval for important customers, ensuring the products entering the company's qualified directory and generating bulk orders.
- (3) Responsible for important customer complaints and QA issues, coordinating and supporting with various departments and international branches to eliminate customer concerns.

Experience requirements:

- Relevant experience in the field of wind industry as a role of Sales/BD/Tech service 3 years +
- Owning the customer resources of European leading utilities/IPPs

Personality:

- Pragmatic with a hands-on mentality
- Structured and diligent work approach
- High safety-awareness
- Openness to give and receive feedback
- Passionate

Skills:

- A degree in Industrial Engineering, Mechanical Engineering, Business Administration or similar
- Fluency in English (German, Spanish, French, Italian capabilities will be a plus)

What else?

- Office or Home-base remote is accepted.
- Up to 25% of travel is expected.
- A valid work-permit for the EU is required.

Please send your application including your salary expectation and your earliest start date to bill@3slift.com

To find out more about 3S LIFT, please visit:

www.linkedin.com/company/3S-Lift

www.3SLift.com