



NOTIFICATION OF POSITION OPENING
Inside Sales Representative in Greater China
Reporting to: APAC Sales Manager

1. Purpose of Position:

Pursue sales of all US Conec's products and meet or exceed sales goals within Great China region while conveying the highest level of professionalism supporting the region with sales and customer service activities.

2. Major Responsibilities:

- Work together with the APAC Sales Manager to support the customer accounts in Greater China region, on inquiries, orders follow-up, quality concerns, technical questions and other supportive activities.
- Achieve planned sales levels for the assigned customer accounts by lead generation, lead/quote follow-up, and regular contact with existing accounts.
- Coordinate internal US Conec efforts with Customer Service, Product Management, Applications Engineering, R&D, and/or Manufacturing to support customers on order processing, perception on products and technologies, and follow up with projects implementation.
- Develop expertise of and provide support in the areas of customer service: customer setup, quoting, order entry, scheduling, shipping, invoicing, quality issues and returns.
- Maintain a working knowledge level of the following areas & applications: multi-fiber and single-fiber connectors, optical fiber & cable, connector termination equipment and processes, optical transceivers and modules, fiber optic cleaning.
- Assist with development, planning, and implementation of US Conec sales and product plans.
- Recognize new product opportunities and report to sales & product management team with information about applications, potential volumes, ASP's, and timing requirements.
- Document key activities related to customers, competitive information, and market conditions in CRM (Salesforce.com) Provide monthly summaries of major activities to Regional Sales Manager.
- Participate in limited amount of travel in support of assigned accounts, industry tradeshows, or training.

3. Knowledge and Skill Requirements

- Bachelor's degree required. Technical or engineering background a plus.
- Resident of Shenzhen preferred
- Native Mandarin communication skills, Fluent in English language skills (reading, writing, speaking). Working comprehension of Cantonese a plus.
- 3+ years of experience in the fiber optic industry or connector companies preferred.
- Knowledge of fiber optic cable, connectors and hardware products preferred.
- Open minded, Curiosity on product and engineering.
- Advanced PC skills with standard MS Office software: Excel, Word, and PowerPoint.
- Excellent interpersonal skills and strong verbal and written communications skills.
- Self-disciplined and good time management skills.
- Flexible and extended work hours.
- Travel requirements: 10% in Domestic China, 1-2 Trips to U.S. annually

Interested persons having the skills listed above need to submit a resume to: jobs@usconec.com.

Equal Opportunity Employer Minorities/Females/Veterans/Disabilities