



Belden is a leader in end-to-end cable, connectivity and networking solutions that enable organizations to effectively deliver essential products and services in the world's most demanding environments. It has approximately 6,600 employees, and provides value for industrial automation, enterprise, education, healthcare, entertainment and broadcast, sound and security, transportation, infrastructure, consumer electronics and other industries. Belden has manufacturing capabilities throughout Asia, North America and Europe and a market presence in nearly every region of the world. Belden was founded in 1902, and today is a leader with some of the strongest brands in the signal transmission industry. For more information, visit www.beldenapac.com.

Be a fast tracker in your career; join Belden Trainee Program.

Our Trainee Program is aiming to bring a high-caliber career starter into Belden Asia, to acquire extensive business and technical exposures and grow with the Company.

Channel Sales Trainee –Shanghai

ACCOUNTABILITIES

Responsible for meeting sales targets (orders & project opportunities/funnel) within nominated channels as well as leading business projects to achieve Belden products that growth within nominated channels.

1. Generate and develop relationships with nominated channels/ customers in assigned territories or industries.
2. Define and implement strategies together with sales department and relevant department to increase the channel/customer satisfaction.
3. Develop comprehensive sales plans for nominated channels in the specific territory or industry.
4. Maintain active funnel in order to satisfy sales targets.
5. Qualify, follow up and close opportunities for assigned accounts or territories.
6. Work with distributors (channel partners) during the keep, find, develop and close process.
7. Coordinate and communicate cross-regional project information with sales teams.

REQUIREMENTS

1. Good communicate and a good team player.
2. Contributes Professional & Technical Expertise.
3. Collaborates & Teams Effectively.
4. Add Value for Customers & Partners.
5. Drives Growth.
6. Have potential ability in Sales Fundamentals, such as: listening, analyzing, problem solving, lead qualifying, and negotiating, persevering, closing, etc.
7. Prospecting & New channel Development, Value-based selling, and Territory Planning & Management.
8. Basic knowledge of communication network & industrial automation.

EDUCATIONAL QUALIFICATIONS

1. High-caliber graduates in Electrical Engineering/Industrial Automation/IT Networking/Computer related majors.
2. Not more than 1 year of related working experience or graduates in 2011.
3. CET6 is preferred.

渠道销售培训生-上海

职责描述

基于公司现有渠道，负责达成渠道销售（订单和项目机遇/项目库）的目标，同时推进商业项目进度以达成公司现有渠道内的产品销售增长。

1. 在指定区域或行业内，维护并开拓公司现有渠道商/客户的良好关系。
2. 协同销售及相关部门，定义并执行公司战略，以期增加渠道/客户满意度。
3. 就指定区域和行业，针对公司特定渠道，开发具竞争力的销售策略。
4. 维护活跃的资源库，以期达成销售目标。
5. 评估，跟进指定客户及区域，并全力达成销售，赢得项目。
6. 与分销商（渠道合作伙伴）紧密协作，共同挖掘商机，发展并确认此销售流程。
7. 就跨区域项目信息，与销售团队协作交流。

职位要求

1. 良好的沟通协调能力，具团队合作精神。
2. 具备专业技术和职业素养。
3. 有效的团队协作能力。
4. 为客户和合作伙伴提供价值。
5. 具目标驱动力。
6. 在销售原理方面有潜在优秀素养，例如：倾听，分析，解决问题，项目评估，以及商务谈判，项目推进，促成订单等。
7. 项目预测，新渠道的开发，价值型销售，区域规划和管理。
8. 通讯网络和工业自动化的基础知识。

学历背景

1. 电气工程/工业自动化/信息技术/计算机等相关专业优秀毕业生。
2. 2011年应届毕业生，或相关工作经验不超过三年。
3. 英语六级优先。

Interested applicants please email your detailed resume to: China.hr@belden.com.

Any internal associate's referral would be welcomed! **More referrals, more awards payback!**