

Help to Solve
the Mystery of Life.

And Much More.



Make the
impossible
possible

We are looking for you as

Key Account Manager

Location: Shenzhen

Headcount: 1

The function of KAM is to carry out sales development activities, look for sales opportunities in the assigned customers, understand customer information, confirm customer needs, and cooperate with internal TSE, application engineer and other colleagues to promote sales results and growth of sales department.

Your Tasks:

- Create and execute account plans to maximize revenue and profitability from key accounts while meeting clients' evolving needs.
- Revolve client satisfaction, revenue growth, strategic planning, collaboration, and continuous improvement.
- Develop and maintain strong relationships with key clients, understanding their business objectives, and aligning them with our cutting-edge technology solutions.
- Collaborate with internal teams, including product development, RD/TSE, and marketing, to deliver seamless service and solutions to key accounts.
- Prepare regular reports of progress and forecasts to internal and external.

Your Profile:

- University degree or above in engineering, electronics, optics, mechanics, or automation.
- Proven experience as a Key Account Manager or in a similar client-facing role within the technology

The future awaits you – at PI

You want to join a company that makes the impossible possible? Then we look forward to your application and a statement about your salary expectations.

Your contact at PI

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industry

- Strong sales acumen, with a track record of achieving or exceeding sales targets.
- Fluent spoken and written English
- Exceptional communication and relationship-building skills.
- Frequent travel
- Be organized, flexible, and able to work under deadlines and under pressures.