

招聘 | 艾博特瑞诚聘精英



i-battery 艾博特瑞

诚聘精英 RECRUITMENT

GM assistant

岗位职责:

- 协助CEO进行战略规划及团队管理,负责重大决策跟进落地执行;
- 负责商务管理,来访接待及商务随行等,维护良好的政企关系和客户关系;
- 协助或主导对外公共关系和重大事件的协调管理;
- 开展业内相关政策、市场和标杆研究;
- 为公司重大决策提供咨询和建议;
- 起草、撰写投资报告,梳理商业计划书、财务分析及公司价值评估等材料,为客户准确、高效的提供融资方案;
- 参与公司融资方面工作。

任职要求:

- 国内外院校统招研究生以上学历,知名海外背景优先;
- 5年以上融资相关工作经验;助理相关经验3年以上以及董事会背景经验;
- 工科类金融相关学历背景,复合背景人才优先;
- 具备较强的执行力、沟通协调能力和全局把控能力,出色的商业判断力和敏锐的商业触觉;
- 熟悉一级市场投融资行业,具备良好的逻辑思维能力、理解能力,较强的沟通能力,踏实认真;
- 良好的中英文书面及口头沟通能力,具有外资企业工作经历或具备海外项目经验优先。

Sales:

岗位职责:

- 开拓海外市场,负责公司产品在全球市场的销售和推广工作;
Develop overseas markets, responsible for global sales and promotion of the company's products;
- 负责海外市场的客户开发,老用户的维护;
Responsible for developing new overseas customers and maintaining strong partnerships with old customs;
- 销售执行,负责获取客户需求并提出产品解决方案建议,参与制作投标方案,负责与用户进行合同谈判和签约至合同成交,负责项目合同与用户的执行情况对账;
Sales execution, responsible for obtaining customer needs and proposing product solution suggestions, participating in the production of bidding plans, responsible for contract negotiation and signing, responsible for project following-up;
- 负责组织开展新能源项目前期工作、技术资料收集与技术可行性评估;
Responsible for organizing and conducting the preliminary work, technical data collection and feasibility assessment of new energy projects;
- 可独立完成履行项目立项、项目可行性研究报告审查、投资决策等审批程序,组织开展相应文件编制、报审工作;
Work independently to handle the review procedures for project proposal, feasibility report, investment decision-making, etc., and prepare the documents;
- 协助负责开拓及维护项目所在地政府相关部门公共关系;
Support the development and maintenance of public relations of relevant government departments where the project is located.

任职要求:

- 本科及以上学历,电气、机械、自动化、国际贸易等相关专业优先;
Bachelor degree or higher, electrical, mechanical, automation, international trade and other related majors preferred;
- 有0-1开拓经验市场,储能背景5年及以上工作经历,熟悉发电侧、电网侧和用户侧的储能市场;
0-1 experience in developing the market, at least 5 years experience in energy storage industry, deep understanding of the energy storage market including power generation side, grid side and user side;
- 3年及以上上海外销售工作经历,熟悉国际贸易业务流程,精通英语,优先考虑掌握第三语言人选;
At least 3 years' experience in overseas sales, familiar with international trade, fluency in English, multilingual applicants preferred;
- 责任心强,效率高,具有良好的沟通协调能力和工作统筹能力;
Strong sense of responsibility, excellent communication skills, planning and organizing with the ability to work effectively;
- 能接受多次差旅安排;
Accept frequent business travel;
- 有较深的市场销售经验和敏锐的市场嗅觉,能有效进行海外渠道的开拓和维护;
Extensive experience in marketing, considerable business acumen, ability to establish and maintain sales channels;
- 认真负责、积极进取、豁达自信;高度的工作热情,良好的团队合作精神。
Self-motivated, passionate, open-minded, strong teamwork spirit.

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