

招聘 | 艾博特瑞诚聘精英

IBTR
i-battery — 艾博特瑞

诚聘英才 RECRUITMENT

GM assistant

岗位职责:

1. 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;
2. 负责会务管理、来访接待及商务随行等, 维护良好的政企关系和客户关系;
3. 协助或主导对外公共关系和重大事件的协调管理;
4. 开展业内相关政策、市场和标杆研究;
5. 为公司重大决策提供咨询和建议;
6. 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;
7. 参与公司融资方面工作。

任职要求:

1. 国内外院校统招研究生以上学历, 知名海外背景优先;
2. 5年以上融资相关工作经历; 助理相关经验5年以上以及董事会背景经验;
3. 工科或金融相关专业背景, 复合背景人才优先;
4. 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;
5. 熟悉一级市场投融资行业, 具备良好的逻辑思维能力和理解能力, 较强的沟通能力, 踏实认真;
6. 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:

1. 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;
2. 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 customers;
3. 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接;
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;
4. 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;
5. 可独立完成项目立项、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;
6. 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:

1. 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;
2. 有0-1开拓经验市场, 储能背景5年以上工作经历, 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;
2. 3年及以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;
4. 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;
5. 能接受多频次差旅安排;
Accept frequent business travel;
6. 有较丰富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;
7. 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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