**霍尼韦尔2013校园招聘销售工程师火热招聘中**

**一 公司简介**

Honeywell ([www.honeywell.com](http://www.honeywell.com) ) is a Fortune 100 diversified technology and manufacturing leader, serving customers worldwide with aerospace products and services; control technologies for buildings, homes and industry; turbochargers; specialty materials. Based in Morris Township, N.J., Honeywell’s shares are traded on the New York, London and Chicago Stock Exchanges.

Honeywell has a long history in China that goes back to 1935 when it established the first franchise in Shanghai. Today, all of Honeywell’s four Strategic Business Groups are represented in China, and all of them have relocated their Asia Pacific headquarters to China.  Over the years, Honeywell has set up subsidiaries and joint ventures in over 20 cities across the country. As of today, Honeywell has invested $600 million in China and employs approximately 12, 000 people.

China is one of the most important markets in Honeywell's global success strategy, and therefore the company is committed to driving the business growth in China by providing the best quality, delivery, value, and technology.

霍尼韦尔（Honeywell）是一家财富100强之一的多元化、高科技的先进制造企业。在全球，其业务涉及航空产品和服务，楼宇、家庭和工业控制技术，涡轮增压器以及特性材料。霍尼韦尔公司总部位于美国新泽西州莫里斯镇，公司股票在纽约、伦敦和芝加哥股票交易所上市交易。

霍尼韦尔在华的历史可以追溯到1935年。当时，霍尼韦尔在上海开设了第一个经销机构。目前，霍尼韦尔四大业务集团均已落户中国，旗下所辖的所有业务部门的亚太总部也都已迁至中国，并在中国的20个城市设有多家分公司和合资企业。目前，霍尼韦尔在中国的投资总额约6亿美金，员工人数约12,000名。

中国是霍尼韦尔全球拓展战略蓝图中最重要的市场之一，为此，公司承诺以最好的质量、交付、价值和技术推动在华业务的发展。霍尼韦尔在中国所实施的发展战略紧密围绕国家整体规划，充分利用公司在节能、环保、安全等相关领域的全球领先实力，有效地为中国建设资源节约和环境友好型社会做出贡献。霍尼韦尔在上海设立了霍尼韦尔中国研发中心，致力于积极建立一流的本地研发能力，以便更有效地利用其全球领先的技术和创新实力，创造出满足中国客户和社会需求的更安全、更节能、更环保的产品和技术解决方案。

**二 招聘职位及要求**

**销售工程师**

**Key Responsibilities:**

* Present and sell company products and services to current and potential clients.
* Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
* Identify sales prospects and contact these and other accounts as assigned.
* Prepare presentations and proposals.
* Develop and maintain sales materials and current product knowledge.
* Establish and maintain current client and potential client relationships.
* Identify and resolve client concerns.
* Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
* Coordinate company staff to accomplish the work required to close sales.

 **Qualifications and Experience:**

* Bachelor degree or above, major in Engineering, Automation, HVAC, etc.
* Good written and oral English
* Good excel, word and ppt. skills
* Basic HVAC & BAS knowledge prefer
* Excellent and aggressive learner Good communication skills.
* Team Worker.

工作地点：西安

学历：本科/硕士

外语要求：英语

**三 简历投递方式**

请将简历投递至邮箱rachel.zhang-careerintlinc@honeywell.com，简历及邮件主题请命名为：应聘职位—姓名—学校—专业—毕业时间。