

# 工程机械事业部

## Engineering Center 研发中心

**EDP Engineer**  
产品研发工程师

工作地点：天津

Responsibility 工作职责

- Learns and applies company engineering policies and practices;
- 能够运用公司研发政策和研发流程;
- Learns company products. - Analyzes data provided by higher level engineers;
- 熟悉公司产品，会进行数据分析;
- Compiles, calculates, and reports findings to support the determination by higher level engineers of which engineering specifications must be fulfilled for problems or projects;
- 能够针对日常工作中发现的问题进行整理、计算和报告支持主管做有效的决策;
- Performs data compilation, calculations, and analysis that aroused in the evaluation of possible design solutions to improve cost, quality, and performance;
- 通过对设计进行评估和分析寻求成本节约，质量改进和性能提高的机会;
- Analyzes test data of moderate complexity, draws conclusions and summarizes reports.
- 对于测试数据进行分析，得出结论并形成总结报告。

Qualification 任职资格:

- Bachelor or above in Mechanical, Engineering, Electrical, Automation, hydraulic or relevant;  
机械、工程、电气、自动化、液压等专业本科或本科以上学历;
- Outstanding English capability, excellent in both spoken and written English;  
优异的英文水平，英文写作、口语出色;
- Skill in using computer aided design and/or engineering tools;  
会使用设计和研发的软件;
- Knowledge in engineering principles, theory and practice as well as product knowledge;  
对于产品研发的原理和理论有一定的了解
- Ability to communicate effectively  
有效的沟通能力
- Self-motivated, with a positive attitude, team work spirit.  
具有良好积极的工作心态与自我激励的能力，团队合作精神。

## Production & Operations 生产运营

**Facilities Engineer**  
设备工程师

工作地点：天津

Responsibility 工作职责

- Establish annual equipment maintenance plan and PM strategy, implement PM plan and track maintenance results by SAP system;  
确立年度设备维修和预防保养战略，执行预防性维修计划，使用 SAP 系统追踪维修结果;
- Provides troubleshooting of the production equipment to support production;  
解决生产中遇到的相关设备问题;
- Edit equipment maintenance manual and Safety Operation Instruction for production equipment;  
编辑设备维修手册和安全操作说明书;

- Train maintenance technicians and operator, focus on electrical and PLC technology;  
为维修技师和操作人员提供电气和 PLC 相关技术培训;
- Formulate maintenance technology standard focus on electrical technology;  
建立标准化电气设备维修技术;
- Responds to critical production down situations affecting manufacturing.  
对因设备造成的停产问题快速反应。

**Qualification 任职资格:**

- Bachelor or above in electricity or industry automation;  
电气、自动化、液压等专业本科或本科以上学历。
- Familiar with PLC , machining and low voltage electrical equipment;  
熟悉 PLC, 机加工工艺和低压电气设备
- Good English capability.  
良好的英文水平。

## 农业及草坪事业部

### Sales 销售部

**Sales Representative**  
销售代表

工作地点: 天津、乌鲁木齐、哈尔滨

**Responsibility 工作职责:**

- Observe company marketing policy and achieve sales target (via dealers or distributors) and implement John Deere brand and products promotion;  
贯彻公司营销政策, 实现销售目标 (通过经销商/分销商的销售来实现销售目标), 并推广约翰迪尔品牌及产品;
- Enhance dealer loyalty, increase dealer's sales ability and support dealer to get sales;  
提高经销商的忠实度, 提高经销商的销售能力, 并支持经销商进行销售;
- Monitor competitors' performance and study and research market trends.  
关注竞争对手的业绩情况, 了解研究市场趋势。

**Qualification 任职资格:**

- Bachelor or above in mechanical engineering, agricultural machinery, marketing or relevant.  
机械工程、农业机械、市场营销等专业本科或本科以上学历。
- Good English skills, fluent in both spoken and written English;  
良好的英文水平, 读写、口语流利。
- Microsoft Office computing skills;  
熟练掌握微软办公软件的使用。
- Ability to communicate effectively with dealers, customers;  
能有效地与经销商和客户沟通。
- Acceptance for 75% travel time;  
能够接受 75% 出差时间。

## **Marketing 市场部**

### **Training Instructor** 培训讲师

工作地点：天津

#### Responsibility 工作职责：

- Develop product & technology training materials & deliver the training according to market needs  
针对市场需求开发产品技术培训材料并进行产品技术培训
- Collects training needs from dealers / internal staffs / customers and manage JDU (John Deere University) learning system.  
收集经销商/内部员工/用户培训需求并管理约翰迪尔大学学习系统。
- Support various marketing events  
支持各种市场营销活动

#### Qualification 任职资格：

- Bachelor or above in mechanical engineering, agricultural machinery, marketing or relevant  
机械工程、农业机械、市场营销等专业本科或本科以上学历
- Good English skills, fluent in both spoken and written English  
良好的英文水平，读写、口语流利
- Microsoft Office computing skills  
熟练掌握微软办公软件的使用
- Acceptance for 50% travel time.  
能够接受 50%出差时间

### **Marketing Communication Specialist** 市场传播专员

工作地点：天津

#### Responsibility 工作职责：

- Administer the development of advertising & communication materials and oversee the production and/or distribution of marketing communication materials;  
协助进行广告、市场传播素材的开发，并对市场传播材料进行制作和分发；
- Manages Deere Website & social media tools;  
管理迪尔网站和社交媒体；
- Supports marketing events.  
支持市场营销活动。

#### Qualification 任职资格：

- Bachelor or above in advertising, marketing, English or relevant;  
广告、市场营销、英文等专业本科或本科以上学历；
- Outstanding English capability, excellent in both spoken and written English.  
优异的英文水平，英文写作、口语出色。

**Marketing Specialist**  
**市场营销专员**

工作地点：天津

**Responsibility 工作职责：**

- Assist DCU (Deep Customer Understanding) managers on market opportunity projects. This position will support customer and dealer visit, data collection and analysis, report delivery, etc.;  
协助 DCU（深度客户理解）经理开展市场机会分析项目，包括用户和经销商访问，数据收集分析，报告撰写等；
- Conduct desk research to support value chain analysis and production system update;  
开展案头研究支持价值链分析和作物生产体系更新；
- Conduct competition analysis and support competitor profile update;  
开展竞争分析，并协助更新竞争对手概况；
- Support primary research in terms of face to face interview conduction, phone interview conduction, CFG preparation, etc..  
支持用户调研项目，包括面访和电话访问执行，座谈会准备等等。

**Qualification 任职资格：**

- Bachelor or above in Economics, Sociology, Marketing, Agronomy relevant;  
经济学、社会学、市场营销、农学等专业本科或本科以上学历；
- Proficient English skills, fluent in both spoken and written English;  
熟练的英文技巧，读写口语流利；
- Good data processing skills and Microsoft Office computing skills;  
拥有良好的数据分析技巧，熟练掌握微软办公软件的使用；
- Project management experience will be a plus;  
拥有项目管理经验优先；
- Acceptance for 50% travel time.  
能够接受 50%出差时间。

**Customer & Product Support 客户支持部**

**Customer Service Representative**  
**客户服务代表**

工作地点：天津

**Responsibility 工作职责：**

- Assist in the implementation of Aftermarket Marketing Plans for dealers and assist dealer personnel in training customers on service and parts features/benefits;  
协助经销商组织售后服务计划的实施，协助经销商/分销商的员工，为客户提供服务及零件知识的培训；
- Assists the Territory Aftermarket Manager in various aftermarket;  
协助区域售后服务经理组织售后服务活动；
- Monitors and reports service and parts competitive activities (i.e. pricing and promotions).  
监控并报告服务及零件方面的竞争性活动（例如定价和促销策略等）。

**Qualification 任职资格：**

- Master's degree in Electrical engineering and automation;  
电气工程及其自动化硕士学历；
- Fluent in both spoken and written English (CET - 6 score no less than 450);  
英文读写熟练、口语流利；
- Microsoft Office computing skills;  
熟练掌握微软办公软件的使用；
- Ability to communicate effectively with dealers, customers;  
能有效地与经销商和客户沟通；
- Acceptance for 50% travel time.  
能够接受 50%出差时间。

## **Dealer Development 经销商发展部**

**Dealer Development Specialist**  
经销商发展专员

工作地点：乌鲁木齐

Responsibility 工作职责：

- Coordinate & provide support for the implementation of dealer development tools, processes and systems;  
主导经销商发展相关工具，流程和系统的推广并提供相关支持；
- Assists company personnel in consolidating, replacing and terminating current dealership locations and ownership;  
主导并协调相关团队对现有经销商及经销商网点进行设立、关闭、替代；
- Assists dealerships through performance analysis and makes recommendations to address deficiencies.  
主导并协调经销商业绩表现的考核并提供建议和改进方案。

Qualification 任职资格：

- Bachelor or above in mechanical engineering, computer, marketing, accounting or relevant;  
机械工程、信息管理、市场营销、财经等专业本科或本科以上学历；
- Good English skills, fluent in both spoken and written English;  
良好的英文水平，读写、口语流利；
- Microsoft Office computing skills;  
熟练掌握微软办公软件的使用；
- Acceptance for 50% travel time.  
能够接受 50%出差时间。

## **Order Fulfillment 订单履行部**

**OFP Coordinator**  
订单履行协调员

工作地点：天津

Responsibility 工作职责：

- Assist in the implementation of Order Fulfillment Process;  
协助订单履行流程的执行；
- Assist the dealer inventory management;  
协助经销商库存的管理；
- Assist in the forecast process based on coordination between sales branch and multiple factory;  
通过在销售与工厂间协调，协助预测流程实施；
- Assist in the problem solving during order management and logistic process  
协助解决订单管理和物流过程中的问题。

Qualification 任职资格：

- Bachelor or above in Quantitative economics, Statistics or relevant;  
数量经济、统计类专业本科或本科以上学历；
- Good English skills, fluent in both spoken and written English;  
良好的英文水平，读写、口语流利；
- Microsoft Office computing skills;  
熟练掌握微软办公软件的使用；
- Data Analysis skills.  
优秀的数据分析能。