

Honeywell is a Fortune 500 company that delivers hi-tech solutions ranging from aerospace products and services; control technologies for buildings and industry; and performance materials; and as well as internet of things. At Honeywell, we are bringing together the physical and digital worlds to tackle some of the toughest business and societal challenges by leveraging leading capabilities in the field of data analytics, cloud computing and internet of things.

At Honeywell Building Solutions (HBS) business, we address these challenges specifically within the building environment. The HBS business in Macau is now inviting candidates for the following opening:

## **Account Manager, Honeywell Building Solutions**

### **Responsibilities**

- Close business on an ongoing basis to meet the booking objectives
- Develop sales leads through prospecting and networking with partners and industry contacts
- Work with Management Team in establishing market trends, appropriate strategies and product development roadmaps including necessary tools and processes
- Deploy new business initiatives

### **Requirements**

- Degree in Building Service / Mechanical / Electrical / Electronic Engineering or related discipline
- Minimum 1 year solution selling experience in Building Service / Building Automation / mechanical (HVAC) service / IT solution business is an advantage
- Knowledge on automation & control applications is an advantage
- Good communication and presentation skills
- Self-motivated and have ability to work independently



We offer attractive compensation and benefits to the right candidates.  
To apply, please e-mail a detailed resume in English to [recruit@honeywell.com](mailto:recruit@honeywell.com).  
To find out more about Honeywell, please visit our website at [www.honeywell.com](http://www.honeywell.com).  
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