



Position **China Sales Director**

Location China, exact location flexible

Job Type Full-Time Regular

Would you like to work for a company whose mission is to solve the complex mobility challenges the world faces through the development of advanced software, data analytics and the provisions of professional services?

Citilabs engineers software, analyzes data and provides services to understand, model, and predict the movement of people and goods. Our products and services provide the backbone of operational and predictive transportation systems in more than 2,500 locations in the world. These systems are used by government to operate and plan their multimodal transportation systems, by private enterprise to locate and optimize their businesses, and by universities to design and test innovative transportation solutions.

In China, since the early 1990s, our flagship software Cube has been used by many government agencies, universities and private consulting firms. Our government users include planning and design institutes in Beijing, Guangzhou, Shenzhen, Nanjing, Ningbo, Zhuhai to name a few. Cube has also been used by many universities for teaching and research; they include Beijing Jiaotong University, Changan University, Wuhan University of Technology, Harbin Institute of Technology, Tongji University and many others.

Job Description:

We are looking for a Senior Transportation Planner/Engineer to lead our sales effort in China. We see a lot of potential in China and are looking for someone with experience and enthusiasm to join our China team. Ideal candidates will have hands-on practical experience in transportation modeling, knowledge in the theory of modeling transportation systems, and experience in the use of Cube. A solid understanding of transportation engineering and planning practice in Chinese context is highly desirable.

Minimum Qualifications:

- An advanced degree in transportation engineering or planning, or a related field;
- Proven experience with the application or development of travel demand models;
- Hands-on experience with Cube Voyager;
- Strong communications skills, both verbal and written in both Chinese and English;
- Candidates should be self-motivated with strong people skills for reaching out to potential customers;
- Candidates should be able to function effectively with minimum supervision;
- Candidates should be able to work in China and frequent travel within China is expected.

Citilabs offers competitive salaries and an excellent benefits package. If interested in this position, please send your resume to Luke Cheng, Citilabs Asia Regional Director at lcheng@citilabs.com.