

## **Job opening at Melchers China**

The Melchers China organization is a member of the globally operating Melchers Group. Headquartered in Bremen, Germany, C. Melchers GmbH & Co. KG is privately-owned and was founded by Carl Melchers (1781-1854) and Carl Focke in 1806. Establishing its first Asian branch in 1866 in Hong Kong, the company is engaged in doing business in Asia ever since.

Melchers is a global company with a wide range of services and trading know-how in diverse business areas. The services cover the entire value chain – from product development and manufacture through sales and retailing to marketing and after-sales service.

It is our mission to create long-term value through customer-centric and customized approaches. Rooted in our entrepreneurial mindset and openness, we seize market opportunities without industry boundaries or predefined constraints.

To Support our growth, We're looking for a

### **Sales Engineer – Extruders and Analytical Instruments**

Location: Shanghai

Responsibilities:

- Responsible for market development and sales of the company's extruders and analytical instrument for polymer and rubber industry to achieve sales targets

负责公司聚合物和橡塑行业挤出机和分析仪器的市场开发和销售，以实现销售目标

- Establish and maintain good customer relationships, providing professional technical sales and after-sales service

建立并维护良好的客户关系，提供专业的技术销售和售后服务

- Develop new market opportunities, expand the customer base, and enhance the company's market share

开发新的市场机会，拓展客户群体，提升公司市场占有率

- Formulate sales plans and strategies, analyze market trends and competitor situations

制定销售计划和策略，分析市场动态和竞争对手情况

- Participate in company sales meetings and training sessions to improve professional knowledge and sales skills

参与公司销售会议和培训，提高专业知识和销售技能

- Assist the sales team in completing annual sales tasks, providing necessary guidance and support.

协助销售团队完成年度销售任务，提供必要的指导和支持

#### Requirements:

- Bachelor's degree or above in a related engineering or technical field

理工类相关专业本科及以上学历

- With solid background in material characterization, compounding and extrusion.

在材料表征、混料和挤压方面具有扎实的背景知识。

- At least 10 years of experience Sales experience related to customers in plastic / rubber / automotive industry / education

具备 10 年以上塑料/橡胶/汽车/教育行业客户相关的销售经验

- Experience working in international companies

具有外资公司工作经历

- Excellent communication and negotiation skills, capable of independently developing and maintaining customers

优秀的沟通能力和谈判技巧，能够独立开发和维护客户

- Strong market analysis and judgment skills, able to formulate effective sales strategies

具有较强的市场分析和判断能力，能够制定有效的销售策略

- High sense of responsibility and ambition, able to work under significant pressure

有较强的责任心和事业心，能够承受较大的工作压力

- Fluent in English orally and written precondition

英语口语和书面表达流利

**Working at Melchers**

We give major importance to mutual respect and tolerance in any relationship regardless of the person or position. Our flat hierarchies allow for quick feedback and access to management. Our low staff turnover reflects our reliability and stability as an employer. In order to drive success, we work with annual objectives for each staff member and operate in an environment of providing feedback and seeking continuous improvement from all teams and employees.

Applicants are requested to send their motivation letter, CV, and expected annual salary to Jacquelyn Li [jacquelynli@melchers.com.cn](mailto:jacquelynli@melchers.com.cn)