

Job opening at Melchers (Beijing) Ltd.

Melchers Group (C. Melchers GmbH & Co. KG) is a privately-owned company based in Bremen, Germany. The company was founded in 1806 and first entered China in 1866. Today, Melchers employs more than 1,700 employees of which more than 300 are based in China among its main locations Beijing, Shanghai, and Guangzhou. While being highly diversified, the companies' main activities are sales, marketing and distribution (as the agent of the manufacturer/ brand owner), sourcing and QC services, after sales service and consulting, as well as investments in related businesses. Melchers is active in a broad range of industries such as machinery/industrial, aviation, automotive, consumer good, luxury.

Melchers cooperates with numerous reputable brands and companies, consistently delivering added value to their businesses - with a long-term view. We manage the broad product and service range through employing specialists in each field and having an in-depth experience and network. Melchers excels at focusing on its customers and partners and fully adapting the business model to their requirements.

To grow our business we are looking for an experienced

Sales Manager – Aviation Products

to be based in Beijing, starting as soon as possible.

The aviation business unit of Melchers is the exclusive agent of several aviation products, aircraft maintenance equipment (metal treatment and composite repair) and tools manufacturers from Germany, France, and the US.

Responsibilities

- Sell and promote aviation products nationwide to Chinese customers (airlines, aircraft repair centers (MRO) and aircraft manufacturing companies (OEM))
- Identify potential customers and business opportunities and follow up until accomplishment of the projects
- Establish strong customer relations and maintain contact for business opportunities
- Provide after sales service and solving customer problems

- Communicate daily with principals and customers for inquiring, quoting, receiving Purchase orders (POs) and to follow up the order shipment and payment
- Regular reporting to management and principals for market overview and status of projects, sales results and forecast
- Manage and keep organized filing system for inquiry/quote/PO and commissions from principals
- Support business development activities for existing and new businesses in the aviation field

Skillset

- 4-5 years of relevant work experience in the aviation industry in China
- Degree in aviation engineering
- Experienced sales background in aviation products, good command of product knowledge
- Capable of prioritizing work and working well under pressure
- Excellent command in English (speaking and writing). Additional languages advantageous
- Strong communication and interpersonal skills
- Strong customer oriented mindset
- Personal characteristics preferred: Diligent, well organized, team player, proactive
- Willingness to travel
- Embracing learning opportunities and determination for continuous self-improvement

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 Mr Hofmann at hofmann@bj.melchers.com.cn