

Job opening at Melchers (Guangzhou) Ltd

MELCHERS



Melchers Group (C. Melchers GmbH & Co. KG) is a privately-owned company based in Bremen, Germany. The company employs more than 1,700 employees of which approximately 1,000 are based in Asia. Melchers in China currently employs more than 300 staff members among its main locations Beijing, Shanghai and Guangzhou. While being highly diversified, the companies' main activities are marketing and sales services (as the agent of the manufacturer/ brand owner); sourcing services; as well as investments in related businesses.

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.

Sales Manager – Laser machinery at Melchers (Guangzhou) Ltd.

Melchers China is seeking to hire a Sales Manager – Laser machinery. We are looking for an experienced and motivated professional with a strong drive to excel. This position directly reports to the Managing Director in Guangzhou.

Responsibilities 工作职责:

- Responsible to identify and target potential customers in industries that use among others laser cutting, drilling and ablation processes.
负责发现和锁定使用激光切割，钻孔和烧蚀工艺等行业的潜在客户。
- Identify potential target customers in related industries, build up high-level contacts to decision makers, and initiate and conclude machinery projects independently, with support from the machine manufacturer.
在设备制造商的支持下，锁定相关行业的潜在目标客户，与决策者建立高层次的联系，并独立启动和完成设备项目。
- Develop and implement specific marketing strategies, sales process and cost control for existing and target customers.
为现有目标客户指定和实施具体的市场战略，销售流程及成本控制。
- Conduct market research and analyze competitor activities of relevant industries.
进行市场调研并分析相关行业的竞争活动。
- Investigate and identify market opportunities for existing and new businesses
调查和确定现有及新业务的市场机会

- Develop and maintain partners.
开发和维护合作伙伴。

Requirements 任职要求:

- Minimum of 3-5 years' experience in imported machinery sales in China.
至少 3-5 年进口机械在中国销售的经验。
- Possess a business education qualification such as University/Technical College graduation.
具有商业相关大专以上学历。
- Excellent communication, interpersonal skills and determination to succeed.
具有优秀的沟通，人际交往能力及成功的决心。
- Fluent in Mandarin Chinese. Strong command (both written and oral) in English.
普通话流利，较好的英语书面和口头表达能力。
- Willingness to travel frequently.
愿意经常出差。
- Ability to work independently and systematically.
具有独立及系统的工作能力。
- Negotiating commercial terms and concluding contracts.
能够进行商务条款谈判并订立合同。
- Good contacts in the electronics market and especially in manufacturing services (ODM) preferred
在电子市场，尤其是制造业服务（ODM）有良好的人脉。
- Professional background in laser industry, especially in pico-second laser application preferred
有激光行业的专业背景，特别是频秒激光应用优先考虑。
- Embracing learning opportunities and determination for continuous self-improvement.
接受新的学习机会和具有自我提高的决心。

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. Melchers China takes serious the responsibility it has for its employees and thus offers above standard benefits. 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 applications and resume to our HR Manager, Ms. Jacquelyn Li at jacquelynli@gz.melchers.com.cn

www.melchers.com