

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 Manager – Food Instruments

Location: Guangzhou

Responsibilities:

- Responsible for market development and sales of the company's food instrument products to achieve sales targets
负责公司食品仪器产品的市场开拓和销售工作，达成销售目标。
- 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

- At least 10 years of experience in food instrument sales, familiar with industry trends and market demands

具备 10 年以上食品仪器销售经验，熟悉行业动态和市场需求

- Familiarity and relevant experience with imported infrared, extruders, and rheology devices are preferred

对进口红外、挤出机及流变仪产品熟悉及相关经验者优先考虑

- Candidates without extensive experience but working related to the food processing industry may also be considered

经验稍逊，但从事食品加工相关行业的候选人可考虑

- Outstanding new graduates in related majors such as "Food Science and Engineering" will be considered

相关专业的优秀应届毕业生可考虑

- 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

- Team player with strong collaboration skills, able to lead a team to achieve sales goals

具备团队合作精神，能够带领团队完成销售目标

- 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