

## **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.

We are currently seeking a:

### **Sales Engineer – Brab C**

**Location:** Shanghai

#### **Responsibilities**

- Identifying and preparing sales and project leads.
- Taking care of our existing customers
- Developing new customers
- Collecting market feedback, analyzing competitor activities.
- Reporting to Business Managers based in Shanghai and Germany

#### **Skillset**

- Chemical Engineer with solid background in material characterization, compounding and extrusion.
- Rheological analysis experience with instruments from Brabender or Haake appreciated
- Sales experience related to customers in plastic / rubber / automotive industry / education
- Sales area responsibility Shanghai Jiangsu, Zhejiang and Anhui

- Fluent in English orally and written precondition
- Experience working in international companies

### **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)