

Company Profile

公司简介

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.

美最时中国公司是全球运营的美最时集团的成员。总部位于德国不来梅的C. Melchers GmbH & Co. KG是一家私营企业，由卡尔·梅尔彻（1781-1854）和卡尔·福克于1806年创立。该公司于1866年在香港设立了首个亚洲分支机构，自此一直在亚洲开展业务。

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. The highly diversified group operates from over 17 locations in Greater China and serves customers in 15 industries in the machinery and industrial products, healthcare, and retail sectors.

美最时是一家全球性公司，在多个业务领域拥有广泛的服务和贸易专业知识。服务覆盖整个价值链——从产品开发和制造，到销售和零售，再到营销和售后服务。高度多元化的集团在大中华区的17个地点开展业务，为机械和工业产品、医疗保健以及零售等15个行业的客户提供服务。

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.

我们的使命是通过以客户为中心和定制化的方法创造长期价值。我们秉承创业思维和开放态度，不受行业界限或预设限制，抓住市场机遇。

To support our growth, we are looking for a:

为了支持我们的发展，我们正在寻找一名：

Sales Manager – Aluminum Industry

销售经理——铝业

Location: Shanghai, Guangzhou

工作地点: 上海, 广州

Products to Sell:

待售产品:

- Dies

模具

- New products to be assigned
待分配的新产品

Report to: China CEO and Product Managers from the headquarter

汇报对象: 向中国区首席执行官和总部产品经理汇报

Job description:

工作职责:

1. Responsible for market development and sales of dies used within non ferrous extrusion processes, formulate implementable sales strategies, and ensure the successful achievement of sales targets.
负责非铁挤压工艺中所用模具的市场开发和销售，制定可实施的销售策略，并确保销售目标的顺利达成。
2. Develop new market opportunities, expand the customer base, and enhance the company's market share.
开发新的市场机遇，扩大客户群，并提升公司的市场份额。
3. Regularly analyze market trends and competitors' products, pricing, and channel strategies, optimize the company's sales plan in order to maintain a competitive advantage.
定期分析市场趋势以及竞争对手的产品、定价和渠道策略，优化公司的销售计划，以保持竞争优势。
4. Evaluation of press results and definition of die / mould changes, as well as coordination with customers
评估冲压结果，确定模具/冲模的变更，以及与客户协调。
5. Proactively collaborate with customers' R&D departments to provide product technical support and ensure the efficient advancement of cooperative projects.
积极与客户研发部门合作，提供产品技术支持，确保合作项目的高效推进。
6. Participation in meetings (online and in person) and trade fairs, be responsible for demonstrating of products, and increase the market exposure and customer recognition of products.
参加会议（线上和线下）和贸易展览会，负责产品展示，并提高产品的市场曝光度和客户认知度。
7. Deliver sales and project reports to Product Manager, supplier and team leader.
向产品经理、供应商和团队负责人提交销售和项目报告。

Requirements:

任职要求:

1. Bachelor or above science and engineering degree, major in Industrial, Mechanical, or Material Sciences Engineering is preferred.
本科及以上学历，理工科专业，工业工程、机械工程或材料科学与工程专业优先。
2. 7 - 10 years' sales experience in Non-ferrous extrusion industry.
在有色金属挤压行业拥有 7 至 10 年的销售经验。
3. Technical understanding of process flow at non-ferrous extrusion plants is a plus.
对有色挤压厂工艺流程有技术了解者优先。
4. Very good communication skills with customers and foreigner suppliers.
与客户和外国供应商有良好的沟通技巧。
5. Ability to work in a team and high level of self-motivation, result-oriented.
具备团队协作能力，高度自我激励，以结果为导向。
6. Fluent in English listening, speaking, and writing.
英语听、说、写流利。
7. Accept frequent travelling.
接受频繁出差。

Working at Melchers

在Melchers工作

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.

我们高度重视任何关系中的相互尊重和宽容，无论对方是谁或职位如何。我们扁平化的层级结构便于快速反馈和接触管理层。我们较低的员工流失率反映了我们作为雇主的可靠性和稳定性。为了推动成功，我们为每位员工设定年度目标，并在一个提供反馈和寻求所有团队和员工持续改进的环境中运营。

Applicants are requested to send their motivation letter, CV, and expected annual salary to Jojo Zhang at jojozhang@melchers.com.cn

应聘者请将求职信、简历和期望年薪发送至jojozhang@melchers.com.cn