

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。

We are seeking a highly motivated Sales Manager to drive the sales of our imported high-performance soft tube products (from Swiss principal Neopac) into the pharmaceutical industry and the special tampon products (from Slovenia principal Tosama) into the medical device industry, meanwhile, to source plastic package products locally designated by our European partner (e.g. Neopac).

我们正在寻找一位积极进取的销售经理，负责将公司进口自瑞士合作方 Neopac 的高性能软管产品销往医药行业，将进口自斯洛文尼亚合作方 Tosama 的特种棉条产品销往医疗器械行业；同时为欧洲合作方（如 Neopac）开发其指定塑料包装产品的本地资源。

Sales Manager – Packaging & Pharma Industry

包装与医药行业销售经理

Location: Jiangsu-Zhejiang-Shanghai Region (Shanghai preferred)

工作地点：江浙沪地区（优先上海）

Reporting Line: Packaging & Pharma team leader

汇报对象：包装与医药行业团队负责人

Job description:

工作职责:

1. Sales Strategy & Business Development

销售策略与业务拓展

a) Develop and implement a country sales plan of selling:

制定并执行全国销售计划，负责：

- Soft tube products to pharmaceutical producers especially to ophthalmology & animal healthcare pharma producers.

向医药生产企业（尤其眼科、动物保健类药企）销售软管产品。

- Tampon products to medical device producers.

向医疗器械生产企业销售棉条产品。

b) Maintain existing customer relationship, identify and acquire new customers; Build a strong sales pipeline and forecasts, achieve annual targets.

维护现有客户关系，挖掘并开发新客户；搭建稳健的销售管线与预测体系，完成年度业绩目标。

c) Source local package products /components/accessories to export to international partners.

开发本地包装产品、部件及附件资源，出口给国际合作方。

2. New partners / products development

新合作伙伴 / 新产品开发

Make well use of existing customer base and industry environment, develop cooperation with new partners on new products and establish close cooperative relationship with partners.

充分利用现有客户资源与行业环境，与新合作伙伴开展新产品合作，建立紧密合作关系。

3. Cooperate with colleagues in other markets to create cross-selling.

与其他市场同事协同，开展交叉销售。

Requirements:

任职要求:

1. Bachelor's degree or above in a science or engineering discipline (e.g., Polymer Science, Chemical Engineering, Mechanical Engineering, Pharmaceutical Engineering, or related field).
理工科本科及以上学历（高分子材料、化学工程、机械工程、制药工程等相关专业）。
2. Minimum 5 years of relevant sales experience of package products for pharmaceutical and/or medical device application.
5年及以上医药/医疗器械领域包装产品相关销售经验。
3. European/American company working experience is preferred (exposure to multinational sales processes, compliance standards, and business culture).
有欧美企业工作经验者优先（熟悉跨国销售流程、合规标准及商业文化）。
4. Sense of customer focus - provide consultative, solution-oriented selling.
以客户为中心，提供顾问式、解决方案型销售服务。
5. Entrepreneurial & self-starter – able to identify opportunities and act independently.
具备创业精神与自驱力，能主动发现机会并独立开展工作。
6. Strong negotiation, presentation, and closing skills.
出色的谈判、演示与成交能力。
7. Strong technical aptitude – ability to read datasheets, regulatory guidelines, and customer specs.
良好的技术素养，能读懂产品规格书、法规指南及客户技术要求。
8. English proficiency – fluent in listening, speaking, reading, and writing; capable of communicating directly with overseas partners, reading technical documents, and preparing English proposals/quotes.
英语流利，可直接与海外合作方沟通、阅读技术文件、撰写英文方案与报价。
9. Willing to travel frequently, domestic and overseas.
愿意频繁国内外出差。

What We Offer

我们提供

Premium European products.

优质欧洲原厂产品。

High degree of autonomy and ownership – you will be a key driver for the business.

高度自主权责，你将成为业务核心推动者。

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