

### **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. 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.

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 are looking for a

### **Business Development Manager – German Wood Sales**

**Location:** Shanghai/Beijing/Nanjing/Guangzhou

#### **Role Description:**

- Business expert (Sales Expert) & Market expert
- Connector/string pulling
- Goal getter

#### **Job Responsibilities:**

- Responsible for concrete business case and coordination of execution:
  - Connects and coordinates between requirements/demands of customers and BGG units
  - Defines delivery options (material supply, delivery/transport options etc.) and follows-up on activities

- Lead for negotiations and creating upcoming contract between customers and BGG
- Focussed on short-term increase of gross profit by effective sales and purchasing activities
- First contact for customers/suppliers for problem solving
- Coordinates material flows for specific requirements/demands of destination country

**Targets:**

- Measured by successful agreements p.a. with defined volumes, gross profit

**Collaboration With:**

- Unit-Head and unit supporters for the country
- Business development managers from other countries (to evaluate international material flows together)

**Requirement:**

- Bachelor or above
- Entrepreneurial acting and thinking “hunter“
- Motivation & flexibility: ready to go last mile and adapt quickly to changing market conditions
- Communicator and team player: open, transparent communication
- Quick Learner (willingness to learn about product); Background in Roundwood trading is preferred
- Accountability
- Accept frequent travelling
- Chinese native speaker, proficiency in English

**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 at [jacquelynli@melchers.com.cn](mailto:jacquelynli@melchers.com.cn)