

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.

美最时中国隶属于全球运营的美最时集团。集团旗下核心企业 C. Melchers GmbH & Co. KG 为私营企业，总部设于德国不来梅，由卡尔·美最时（1781-1854）与卡尔·福克于 1806 年联合创立。1866 年，公司在香港开设首家亚洲分公司，自此持续深耕亚洲市场。

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.

美最时是一家全球化集团，在多元业务领域具备全面的服务能力与贸易经验。服务范围覆盖全价值链：从产品研发、生产制造，到销售零售、市场营销及售后服务。集团业务布局高度多元，在大中华区拥有 17 个以上运营网点，服务覆盖机械工业、医疗健康、零售三大板块、合计 15 个细分行业。

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：以客户为中心、提供定制化解决方案，持续创造长期价值。秉承创业精神与开放理念，我们打破行业边界与固有框架，主动把握市场机遇。

To support our growth, we are looking for a

为助力业务持续增长，现诚聘一名

China Business Development Manager – Probat

中国区业务拓展经理 - Probat

Location: Shanghai

工作地点：上海

As Business Development Manager for China you are driving commercial growth by identifying, developing, and winning new business opportunities for food processing equipment (Cocoa,

chocolate nuts, spice and snacks industry) of PROBAT. This role involves building strong customer relationship managing sales & service cycle and delivering technical solutions that meet the needs of food processing manufacturers.

作为中国区业务拓展经理，你将为 PROBAT 挖掘、开拓并赢得食品加工设备（可可、巧克力、坚果、香料及休闲食品行业）的新商机，推动业务增长。该岗位需建立稳固的客户关系，管理销售与服务全流程，并提供满足食品加工厂商需求的技术解决方案。

Job Description:

工作职责

1. Translate PROBAT's global strategy into an appropriate local sales set-up
将 PROBAT 全球战略转化为适配本地的销售体系
2. Sales Activities & Opportunity Development: On-site customer visits; Product presentations; Prepares sales proposals including complex projects; Contract negotiations; Attending trade fairs/Network events
销售活动与商机开拓：客户现场拜访、产品演示、撰写含复杂项目的销售方案、合同谈判、参加行业展会与商务交流活动
3. Business Development: Develop growth strategies by identifying new business opportunities and conducting market research.
业务拓展：通过挖掘新商机与市场调研制定增长策略
4. Reporting: Provide market insights and competitive intelligence to leadership; Budgeting, CRM management, sales forecasting
汇报工作：向管理层提供市场洞察与竞品信息；负责预算编制、客户关系管理（CRM）、销售预测
5. Collaboration: Contribute to market exploration (market & competitor analysis) and works with global departments (such as Sales Engineering, Marketing, Engineering & Product Management)
协同合作：参与市场调研（市场与竞品分析），与全球各部门（销售工程、市场、工程及产品管理）协作

Requirements

任职要求

1. Bachelor in Commercial or Technical studies (such as Mechanical Engineering, Food Technology or Process Engineering)
商科或工科本科（机械工程、食品技术、加工工程等专业优先）
2. Proven success in selling food processing equipment, cocoa/chocolate experience preferred
有食品加工设备销售成功案例，具备可可 / 巧克力行业经验者优先
3. Experience with long-cycle, high-value capital equipment sales
拥有长周期、高价值工业设备销售经验
4. Technical understanding of processing technologies and translating technical needs commercially
熟悉加工工艺技术，可将技术需求转化为商业方案
5. Result orientation, strong communication, negotiation and closing skills, progress monitoring, eco-system awareness, creativity, flexibility
结果导向，具备优秀的沟通、谈判与成交能力，擅长进度管控，有行业生态意识、创新力与灵活性
6. Language: fluent in Mandarin & English
语言：普通话、英语流利
7. Willingness to travel domestically and internationally as required



可根据工作需要接受国内及国际出差

Applicants are requested to send their motivation letter, CV, and expected annual salary to Jacquelyn Li at jacquelynli@melchers.com.cn

申请者请将求职信、个人简历及期望年薪发送至Jacquelyn Li jacquelynli@melchers.com.cn