

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：

Senior Sales Director

高级销售总监

Location: Shanghai, Nanjing

工作地点: 上海, 南京

Report to: the CEO of the ASUTEC Group

汇报对象: 向 ASUTEC 集团首席执行官汇报

Job description:

工作职责:

1. Develop and execute the sales strategy for ASUTEC's industrial automation products (stop modules and grippers for robotics) in the Chinese market to achieve revenue targets.
制定并执行 ASUTEC 工业自动化产品（机器人用止动模块和夹爪）在中国市场的销售策略，以达成收入目标。
2. Identify and develop relationships with key customers, distributors, and partners in the industrial automation sector.
识别并发展与工业自动化领域重点客户、分销商及合作伙伴的关系。
3. Conduct market analysis to understand customer needs, competitor activities, and market trends.
进行市场分析，了解客户需求、竞争对手动态及市场趋势。
4. Collaborate with the marketing, inside sales, and technical teams at German Headquarters to ensure effective product positioning and customer support.
与德国总部的市场、内部销售及技术团队协作，确保有效的产品定位与客户支持。
5. Prepare and manage the sales budget, forecast sales, and report on sales performance to the management team.
编制并管理销售预算，进行销售预测，并向管理团队汇报销售业绩。

Requirements:

任职要求:

1. Bachelor's degree or above in Automation, Engineering, Business Administration, or a related field.
自动化、工程、工商管理或相关专业本科及以上学历。
2. Proven track record of at least 8–10 years of successful sales experience in the industrial automation industry, with a focus on components for automation and robotics.
具备 8-10 年以上工业自动化行业成功销售经验，专注于自动化及机器人零部件领域。
3. Demonstrated experience in driving significant sales growth in the China market.
有在中国市场显著推动销售增长的实际经验。
4. Strong understanding of the industrial automation market landscape, key

players, and customer segments in China.

深入理解中国工业自动化市场格局、主要参与者及客户细分。

5. Excellent communication, negotiation, and presentation skills, with the ability to build and maintain strong relationships with senior-level stakeholders.
出色的沟通、谈判和演示能力，能够与高层利益相关者建立并维护牢固关系。
6. Proficiency in both English and Mandarin is essential.
必须精通英语和普通话。
7. Self-motivated, results-oriented, and able to work independently in a fast-paced environment.
自我驱动，结果导向，能在快节奏环境中独立工作。

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