

As an internationally active industrial enterprise based in Austria, Starlinger has become a recognised name in the field of machine and process technology for woven plastic sack production. We would like to strengthen our position as the world market leader and are looking to recruit for our site in Taicang/China a

Sales Director (m/f), PR China

Your tasks:

- Distributing and marketing of Starlinger equipment manufactured in Austria or in our factory in China for the packaging, recycling and consumer bags markets
- Leading the local sales team in collaboration with Austria
- Managing the spare parts department
- Managing the service department
- Responsibility for budgeting in the areas of relevance
- Acquiring and handling customer accounts
- Looking after the existing client base incl. determining customer requirements
- Continuously monitoring and analysing the market situation and competition
- Representing the company in the industrial sector and at other seminars/meetings
- Discussing quotations with customers, negotiating and addressing various sales topics in collaboration with the specialist departments/sales department in Austria
- Reporting to Austria

Your personal profile:

- A degree in mechanical engineering, a commerce-related degree or comparable qualification
- Sales experience in the field of mechanical engineering/machinery or experience selling other products that require an intensive amount of explanation
- Willingness to travel (at least 180 days a year within China)
- Languages: Fluent English and Chinese (in spoken and written form with regard to doing legal work), German would be desirable
- Experience of and willingness to live/work in China, in particular, sales experience in China
- Residential locations: China, Jiangsu, Taicang (near Shanghai)

You're looking for an exciting challenge and want to help shape the future of a highly innovative family-run company?

Then please send your application documents to:

Starlinger & Co Gesellschaft m.b.H.,
Sonnenuhrgasse 4, 1060 Vienna, Austria
Attn. Mr. Hermann Adrigan, e-mail: sales.mb@starlinger.com
www.starlinger.com



Starlinger