



Your Passion For Packaging Our Passion For Sensor

We are the Chinese subsidiary of Baumer Group, an international manufacturer of Sensor Solutions, Motion Control, Process Instrumentation and Vision Technology products. We are known for our high quality, precision and reliability. We owe this success to our employees who are passionate, best-qualified and highly committed to find best solutions for our customers.

To strengthen our team, we are looking for you as:

BDM-Packaging (BACN112)

In the role as a Business Develop Manager, you will be responsible for developing and managing the strategic marketing and business plan of targeted packaging industry, developing and training sales team, guiding them to achieve the business target. You will report directly to Head of Marketing & Business Development.

Your challenge:

- Develop and manage the strategic marketing and business plan of targeted industry segment;
- Initiate research and analysis of the external markets, competitors and internal developments, determine and implement the product portfolio management;
- Contact with the HQ industry segment management regularly to launch new application cases and popularize these applications in Chinese market;
- Track new potential projects & business and report to head of Marketing & Business Development and the HQ's industry segment on a routine basis;
- Identify potential channel partners to engage the sales and marketing activities for targeted industry, to ensure that maximum market penetration and sales performance are achieved;
- Develop and train the sales team in order to ensure that they are well-motivated and equipped for current and future business challenges; Guide sales team to achieve the business target;
- Lead product marketing activities to achieve the profitable growth in the targeted industry, these activities include trade fairs, seminars and application trainings for customers;
- Support marketing with literatures, brochures and training materials.



Requirements:

- The candidate should have completed an education degree in the field of automation. An additional commercial training or education would be desirable;
- A minimum 3 years sales/product/marketing experiences in the Packaging industry; Sensor product knowledge preferred;
- Sales experience and/or understanding of the OEM selling process in essential;
- Ability to work in a solution-oriented and analytic way with the aim to competently consult and convince the customer; Ability to explain complex and correlated topics;
- Fluent written and spoken English, ability to make formal and informal presentations;
- Knowledge of interactive working process of an international company; ability to communicate within the entire working system just in time;
- Command of standard office software;
- Frequent Travel.

Please call Mrs. Mei (+86 21 3373 8297) for more information or forward your application to hr.cn@baumer.com

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