

Job Offer

Title of Position	Sales Manager
Direct Report	Daniel Tao, Regional Manager Greater China
Starting date	September, 2019
Employment type	Full-time
Location	Shanghai, China

Driven and energetic Sales Manager, Greater China

Absortech International is a Global Swedish company with subsidiaries in ten countries stretching from China and India to the US. We are market leaders in developing and providing desiccants for clients around the globe, tailor-making solutions for moisture protection during overseas shipments.

Absortech's offering, **Peace of Moisture Mind® (POMM)**, is an industrial leading concept that includes;

- **AbsorRange™**, high performing products
- Several concepts (**AbsorAudit™**, **AbsorTest™**, **AbsorTrack™**, etc.) to locate root causes for problems throughout the customers' moisture chain.

Send your job application with your *curriculum* attached via email to jobs@absortech.com.

Include on the subject line: Sales Manager, Shanghai 2019

Selections will be made continuous.

Final interviews, if needed, will be held in Shanghai in beginning on August.

Job description

Roles & Responsibilities

Conduct sales activities as per Group sales policies and strategies, strive to meet sales team and individual KPI targets.

- Reporting to Region China Director and to Group Head of Sales (CEO in Sweden)
- Participate in the design of sales & marketing plan for selected industries and implement these plans proactively and effectively
- Establish new accounts by reviewing market analyses and determining customer needs and potential sales
- Prepare and present technical and sales presentations at industrial seminars and to customers
- Collect industry info as related to trends, new technologies, marketing and competition, create industry analysis report and update it in a regular basis
- Participates in tradeshow and other marketing activities to increase brand awareness and market share
- Work closely with customer service and other internal support departments, ensuring a positive customer experience and high level of customer satisfaction.
- Support customer service and financial department on the collection of payment
- Other duties as assigned by superior.

Education

- College Degree or above with minimum five years of sales and marketing experience in Forwarding, Logistics or Manufacturing industry.

Skills and Requirements

- Knowledge of and a good network in one or two of the following industries is a requirement; Automotive, Agriculture, Food & Beverage, Machinery, IT equipment.
- Experience working in a multinational company is preferred.
- Strong, self-driven team player, able to work and deliver result under pressure[OB1].
- Efficient time and priority management skills.
- Excellent communication skills in Chinese and English (verbal and written).

For further information about the role, please contact Mr Daniel Tao, daniel.tao@absortech.com

About Absortech

Absortech exclusively focuses on products and services that help our customers avoid moisture damage. Since 1996, we have developed a range of desiccants called AbsorRange™ and offer innovative technology for moisture protection in containers, in-boxes and the home. We maintain control end-to-end in the chain from product development, manufacturing and delivery of the right product at the right place. We have a variety of solutions and high-performance desiccants that prevents moisture damage during transport. We call it Peace of Moisture Mind™ which helps customers increase their container shipping productivity and protect their brand.

Absortech is headquartered in Falkenberg, Sweden, which is also where the main production takes place.