

About Us

The Wittenburg Group is a family-owned business that develops application-specific thermoplastic compounds. Out of our three production facilities Wittenburg, Witcom and Xunfeng, we produce Witcom® and Cawiton® grades to global specifications.

Witcom product range of high-performance engineering plastics compounds to serve e.g. the automotive, industrial and E&E markets. Cawiton product range of hard and soft plastics and thermoplastic elastomers to serve e.g. the medical, pharmaceutical and food industries. Our extensive know-how and ability to combine many, often contradictory, properties into one material makes us unique. This creates value for our customers by allowing simplified design which in turn reduces time to market, improves reliability and minimizes product costs.

Technical Sales Manager Xunfeng, China (2 open positions – Engineering Plastics and/or medical)

To intensify our business development efforts for our Cawiton® and Witcom® product range, and to prepare ourselves for future growth in the Chinese market, we have two open Technical Sales Manager positions. The ideal candidate will lead initiatives to generate and engage with business partners to build business in new target markets for the company. They should be able to think critically when making plans and have a demonstrated ability to execute a particular strategy whilst leading an internal team.

The Role

- Generating sales in new and existing markets and at new and existing customers
- Responsible for account management of selected OEMs in China
- Realizing growth through innovation and developing new markets and/or applications
- Build new customer relationships to support growth as well as maintaining existing relationships
- Together with Marketing, Sales, Business Development and R&D, manage various development projects
- Operate and travel globally

Your Profile

- Experience in Technical sales; preferably in a multinational environment and/or in the plastic industry
- A technical Bachelor's Degree
- Acquisition of new prospects is a second nature for you
- Strong communication and interpersonal skills
- Can direct/guide an internal multidisciplinary team and interact with the management
- Fluency in Mandarin and English is required
- A self-propelling, professional entrepreneur and team player
- A strong drive for performance to generate results on time
- Ability to work from our Xunfeng plant in Zhuhai.

The position carries a competitive salary package and good secondary benefits.

For more information about the role, or if you want to apply, please contact Kelly Gu, Deputy General Manager Zhuhai Xunfeng Special Plastics Co. Ltd., phone +86 0756-6338288, or mail: kelly.gu@zhxunfeng.com

Your application will be treated confidentially.

Please also visit our website at: www.wittenburggroup.com