



# 珠海巽丰特种塑料有限公司

A member of Wittenburg Group  
医疗和食品领域，您的TPE合作伙伴

Zhuhai Xunfeng Special Plastic part of the Wittenburg Group is active in the development and manufacturing of specialty Engineering Plastics and so called Thermoplastic Elastomers. Our main expertise is in high end, highly regulated and risk adverse markets. The company has established a solid track record in supplying custom made solutions for demanding and critical plastics applications in the automotive, medical device, pharmaceutical packaging, water contact and food contact industry. Our products are branded under the name Cawiton® and Witcom®.

珠海巽丰特种塑料有限公司是 Wittenburg 集团公司的成员之一。我们活跃在研发和生产特殊的工程塑料（也称作热塑性弹性体）领域。我们的专长主要运用在高端，高风险管控市场。公司已经在以客户需求为导向的服务，及临界塑料的运用市场中，确立了稳固的良好的记录，所在行业为：汽车行业，医疗设备及器械，医药包装，水接触和食品接触行业。我们的产品品牌是 Cawiton®，Witcom®。

Wittenburg Group adds value by being an industry specialist in customized plastic compound solutions, and is offering a support structure based on close partnerships and direct support to its customers on a daily basis. To intensify our Sales effort, and to prepare ourselves for future growth, we are looking for a:

Wittenburg 集团成员在专业的客户定制的复合塑料解决方案中增加自身的价值。我们以提供紧密合作伙伴的方式和直接服务最终客户的方式作为我们日常工作的基石。为了加强我们的销售队伍的力量，为了我们将来的快速业绩增长，我们寻求以下的有志之士加入我们：

## TECHNICAL SALES MANAGER - Engineering plastics - China 中国市场-工程塑料-技术销售经理

### Purpose of the job:

Realization of sales in new markets and at new accounts. Contributing to the realization of the growth targets of the Wittenburg group.

### 工作内容:

为 Wittenburg 集团公司开发新的市场和新的客户；为公司的业绩增长目标做出应有的贡献。

### Your Challenge:

你面临的挑战:

- Responsible for the realization of sales in new markets and at new customers.  
• 负责开发新的客户和新的市场。
- Responsible for account management of selected OEMs in China  
• 负责管理在中国市场的 OEM。
- Responsible for the technical sales of Witcom® compounds in China and other selected geographical areas in Asia Pacific.  
• 负责 Witcom®材料在中国市场的技术销售及公司所在的其它亚洲市场的销售工作。
- Manage good customers relationships well balanced with the interests of the Wittenburg group.  
• 经营管理好与客户的关系及与公司利益的权衡。
- Active lead generation in the market of highly specialized engineering plastic products.  
• 在高度专业化的工程塑料领域起到积极导引的作用。
- Initiate & manage new sales/technical development programs at existing accounts and at new prospects.  
• 从现有的客户群中启动和管理新的销售/技术研发项目。
- Guide the Application Development/Technical Service and Customer Service activities for sales development programs.  
• 为开发新的业绩项目提供指导应用开发/技术服务和客户服务。
- Identify new markets opportunities outside existing Product Market combinations.  
• 在现有的产品市场之外需求新的市场机会。
- Execute sales plan at existing accounts.  
• 执行现有的销售计划。



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## Your Profile: 你所应具有的:

- Experience in Technical Sales. Preferably in a multinational environment and/or in the Engineering Plastics industry.
- 技术销售经验。最好是有曾在国际化集团公司/工程塑料行业工作的经验。
- Generating new prospects is a second nature for you.
- 促成新的愿景是你的第二天性。
- A technical Bachelor's Degree.
- 技术学士学位。
- Fluency in Chinese and English is required, other languages would be great.
- 流利的汉语和英语是必须的。如果通晓其它语言会更好。
- A self-propelling, professional entrepreneur and team player with good interpersonal skills and a strong drive for performance, to generate results on time.
- 自我管理，专业和团队合作，擅长处理人际关系，有强大的动力去按时完成各种目标。
- Capability to work in stressful situations.
- 能够胜任于压力大的工作环境。
- Working from our Xunfeng plant and travelling to customers.
- 工作在巽丰公司，出差到客户那里。

The position carries a competitive salary package and good secondary benefits.  
这个工作岗位有良好的薪资待遇和其它福利。

For more information, or sending your application by e-mail, please contact:  
想要了解更多的资讯，或发送你的简历，请发电子邮件到:

Alberto Dozeman, Director of Marketing and Sales, phone: 0031623168034, mail:  
[Alberto.Dozeman@wittenburgbv.nl](mailto:Alberto.Dozeman@wittenburgbv.nl).

或者:

Or, Kelly Gu, Administration Manager, ZhuHai XunFeng Special Plastics Co.Ltd,  
Phone 0086756 7517075, mail: [kelly.gu@zhxunfeng.com](mailto:kelly.gu@zhxunfeng.com)

Your application will be treated in a confidential way.  
我们将对你的申请简历等信息保密。

Please also visit our website at: [www.wittenburggroup.com](http://www.wittenburggroup.com)  
请浏览我司的网站: [www.wittenburggroup.com](http://www.wittenburggroup.com)