

**Who we are**

Burgmann Packings is a privately-owned company pioneering the development and production of Low Emission Technologies. Our sealing solutions help customers around the globe to reduce their environmental impact in a wide range of increasingly complex industrial processes and applications. Our products are mostly invisible, but make a difference when it comes to the reduction of harmful emissions, the increase of plant safety and efficiency as well as compliance to Health & Safety standards.

We leverage 130 years of experience with the combined resources and expertise from our highly skilled workforce in Ireland, Turkey, China and Germany to meet and exceed customer expectations in more than 40 countries world-wide.

Our Research & Development facilities in Turkey and China partner with our customers, universities and testing institutes to develop tailor-made solutions for the sealing challenges of the 21st century.

All Burgmann Packings sites are certified to DIN EN ISO 9001:2015 and various other industry specific certifications and approvals including the Nuclear Power industry and Oil & Gas.

[www.burgmannpackings.com](http://www.burgmannpackings.com)

**Junior Sales Manager (m/w/d)****Tasks**

- Sell Burgmann Packings products to key target segments
- Manage existing accounts within an assigned territory or market segment
- Identify and acquire new customers in the territory via cold calling, prospecting and developing new business
- Build a strong sales pipeline
- Ensure accurate reporting of key activities and update information in CRM database
- Schedule sales route and complete sales visits and cold calls on daily basis
- Support strategic Business Development Projects in co-ordination with Group Management and China sales team

**Requirements**

- Bachelors' or Masters' degree in Business Administration or Marketing
- Advanced MS Excel and Power Point skills
- Result oriented orientated individual with a strong can-do attitude
- Fluent English and Chinese language skills
- German language skills welcome
- 50%+ travel required after completion of trainee period

**Location**

- Shanghai, China (German Center Pudong)

**Interested?**

If you are interested to learn more about this exciting opportunity, please send us your CV (E-Mail: [hr@burgmannpackings.com](mailto:hr@burgmannpackings.com)). We will get in touch with you!