

# Senior Sales Manager Beverages - Ingredients - Cosmetics

## Company

Headquartered in France, with 3000 employees around the world, our client company provides innovative equipment and turn-key solutions such as: full breweries and brewhouses (by their world famous Belgium subsidiary), high performance wine making plants, beverage production lines, all types of dairy facilities, cosmetic skids, complete cGMP process solutions for pharmaceutical applications, non Newtonian fluid systems for automotive, paper mill, glass and other industries. Our client company is also a major world player in executing and maintaining industrial pipe and mechanical work for the chemical, oil and gas, power and nuclear power industries.

Their [Shanghai subsidiary is a Wholly Owned Foreign Enterprise, and](#) our present activity growth [requires to strengthen our sales team](#) with a: Senior Sales Manager Beverages - Ingredients - Cosmetics

## Responsibility

- This position reports directly to the Business Unit Manager.
- The mission will cover the full range of sales (technical and commercial parts) of beverage, ingredients and cosmetics equipment and/or solutions provided by company.
- Collect and analyze market information and competitor information
- Maintain existing customer and develop new customer and network (business development)
- Seek for project information, follow closely and then realize sales

## Requirement

- [Bachelor Degree \(or higher\) in Engineering or related fields](#)
- [At least 5 years](#) of [experience in](#) sales and business development for Beverages / Ingredients / cosmetics equipment (fittings, accessories) and/or projects
- Good network of decision makers and influencers in our clients or prospects
- [Knowledge in Beverage / Ingredients / cosmetics process and qualifications](#)
- [Good communication and interpersonal skills](#)
- [Strong sense of responsibility, motivated](#) and [willing to travel](#)
- [Chinese native speaker](#)
- [Fluent in English](#)

Please send your resume to: [sh-recruitment@ccifc.org](mailto:sh-recruitment@ccifc.org)