



## FOR OUR OFFICE IN GUANGZHOU WE ARE CURRENTLY LOOKING FOR A SALES DIRECTOR TEXTILE MACHINERY

As a sales and project partner ILLIES links European technology providers with the manufacturing industry in Asian markets. The company is specialized in sales of technically sophisticated capital goods and technologies in Asian markets. ILLIES is based in Hamburg, Germany and represented in seven Asian markets and 13 locations across Asia. Approximately 300 employees from different cultures decisively contribute to ILLIES' success each and every day. Founded in 1859 as the first German trading house operating in Japan, ILLIES is a pioneer in East Asian trade and has been combining German reliability and integrity with the great flexibility and dynamic of East Asia for almost 160 years. For nearly four decades ILLIES has been operating in greater China; today with offices in Shanghai, Beijing, Guangzhou, Hong Kong and Taipei.

### YOUR TASKS:

#### SALES

- Independent, results-oriented work in an international team
- Technical and commercial processing of manufacturer and customer inquiries
- Engage in direct customer visits and negotiations
- Key account support for customer and manufacturer

#### SALES MANAGEMENT

- Coordination of sales activities for our portfolio of leading European Textile machine manufacturers in the field of warp knitting, circular knitting, weaving and finishing technologies.
- Maintaining and enlarging our portfolio
- Monitoring and analysing of our target markets
- Creating of market and economic studies and reports
- Development and implementation of strategic targets and measures

### YOUR PROFILE:

- You have successfully acquired a degree in mechanical engineering or textile engineering. If you have a commercial background, a sound technical understanding is a must. You have several years of experiences in the textile industry or in the international sales of industrial machinery.
- A high level of technical understanding
- Good analytics skills
- Open-mindedness
- Strong sense of presentation and communication
- Team spirit and self-initiative
- Business English as well as the safe handling of MS-Office are expected

We offer a responsible and versatile job in an international, dynamic company, flexible working conditions, attractive remuneration and additional benefits.

We are looking forward to receiving your application documents with your desired salary by e-mail: [shanghai-career@illies.com](mailto:shanghai-career@illies.com) (please send a PDF file if possible).

Or in copy to:

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