

The ProMinent Group is a manufacturer of components and systems for dosing technology and a trusted partner for innovative solutions in the Food & Beverage industry. Headquartered in Heidelberg, Germany, the company employs more than 3,000 people worldwide across around 50 company-owned sales and service subsidiaries and 12 production sites. Together, they deliver customized solutions and first-class service to ProMinent customers around the globe.

To further strengthen its Food & Beverage business, ProMinent China (**Shanghai**) is looking for an

Industry Development Manager (m/f/x) Food & Beverage – China

What will you be responsible for?

- **Market Development:** You will research and develop the Food & Beverage market in China, and your findings will be incorporated into our national sales strategy.
- **Business Development:** You will identify and develop new application examples that support sales activities in an agile and profitable growth-oriented manner. You will provide targeted impulses to drive new businesses and ensure long-term success.
- **Networking:** As a Food & Beverage professional and networker, you will build strong partnerships within the industry and establish valuable customer relationships that create lasting trust and business success.
- **Collaboration:** You will work closely with the Global Director Industry Development Food & Beverage at our headquarters and ensure a smooth exchange of information and expertise.
- **Market Analysis:** You have an unrivalled understanding of the market. Thanks to in-depth analyses of trends, potential, and competition, you steer the business confidently into the future and provide a clear basis for decision-making.
- **Representation:** You will represent our company at trade fairs, conferences, and industry events. You will use these platforms to expand your network and create new business opportunities.

What skills and qualifications do you bring?

- **Education:** You have recently completed, or are close to completing, a Bachelor's or Master's degree in Brewing Technology, Beverage Technology, Food Technology, or a comparable field of study.
- **Language Skills:** You are a native Chinese speaker and have a good command of English.
- **System Knowledge:** You are familiar with SAP and Microsoft Office applications.
- **Industry Affinity:** The Food & Beverage market is part of your DNA, and you enjoy direct interaction with customers.
- **Entrepreneurial Mindset:** Your thinking and actions are characterized by a sales-oriented and entrepreneurial approach.
- **Communication:** You are recognized for your open, positive communication style and your ability to build strong relationships.
- **Negotiation Skills:** You possess excellent analytical, presentation, and negotiation skills.
- **Self-Motivation:** You are highly self-motivated and driven by ambitious goals.
- **Flexibility:** A willingness to travel frequently completes your profile.

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Interested? Scan here to apply.