



### Be part of an amazing success story !

Sunresin New Materials was born 20 years ago from the will and dedication of two chemists who had a Passion for Separation of valuable products from solutions. These technologies are at the heart of many industrial processes from cleaning up water and making it drinkable, processing natural products so that they can be used as food ingredients or capturing and purifying metals to produce batteries. Out of this Passion resulted the creation of one of the global major ion exchange resin producers in the world. Offering to its customers globally not only the widest technology portfolio in the industry but also the most advanced equipment technologies to best use these great products. We are an innovation oriented high-tech enterprise which today remains the first and unique listed company in the Ion Exchange and Adsorbent Resin industry giving us the means to growth. In the last two years we have added three new major manufacturing units to meet the market demand. We are a team of 600 dedicated and passionate professionals and are looking for our:

## Senior Sales Manager for a Sales Territory in Europe

### Essential Responsibilities

- Identify and manage customers, grow profitably the Revenue base in your territory and increase market share for our Seplite and Sepsolut product lines
- Set up territory sales strategy, design & steer marketing resources like trade shows
- Identify and manage agents and distributors.
- Develop and follow up large projects and ensure their success in coordination with the Headquarter in China.
- Collect and feedback competition situation, product performance, including price and market demand of products.
- Prepare sales budget target proposal and track sales development by preparing forecasts and annual/monthly sales reports.
- Based on your experience provide customers with the basic technical support and solutions or work with our technical team to provide it.
- Follow up and collect receivables.
- Extensive business travelling to customers and trade shows internationally

### Essential Skills

- BS or MSc in Chemical Engineering, Chemistry or Business education
- 10 years experience in the Ion Exchange Resin or Equipment manufacturing markets in sales or technical sales.
- Knowledge of the customer base and established relationships in the Ion Exchange Resin and Equipment manufacturing market.
- Excellent communication skills with technical and commercial acumen.
- Utilizing a CRM to manage sales task, pipeline and closing
- You are a Team player with experience of international teams.
- Strong sense of responsibility, driven, energetic, self motivated.
- Business fluent English skills as well as other European language (s).
- Familiar with computer.
- Location: You are based in the E.U

### Salary & Performance Incentives

- To grow our business and keep us one step ahead, we want to attract, engage and retain the best people in the industry, we can tailor a highly competitive salary and benefits package for the right person.
- Please send your CV and application to [lxhr@sunresin.com](mailto:lxhr@sunresin.com)