



德梵 (上海) 化学贸易有限公司  
DFE Chemicals (Shanghai) Import & Export Co. Ltd.

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DFE Chemie GmbH is a company in the chemical industry with its headquarters in Düsseldorf, Germany. The core business is developing, producing and distributing products in the field of surface treatment. In particular, pickling inhibitors in the FEPORID® range, sophisticated additives for improving the quality and effectiveness of the pickling of steel, have proven themselves as highly efficient and reliable.

Capacity for innovation and an edge in know-how govern DFE's commercial success. Thus, for example, the product FEPORID® 388 was able to win the 2011 German Industry Prize. The quality management is certified by the internationally

renowned TÜV Nord in accordance with ISO 9001. Continuous improvement of the processes and high quality standards are part of the corporate culture.

DFE operates globally with representatives and distributors in a multitude of European and non-European countries. Since 2010, the company has exported directly to China. In 2014, DFE Chemicals (Shanghai) Import & Export Co., Ltd. was founded as a distribution company with its own warehouse in Shanghai in order to expand activities in China. In order to strengthen the sales team at DFE Chemicals (Shanghai), we are looking to fill the following position as soon as possible.

## Sales engineer for the province Shandong

### Your responsibilities:

- Customer support and new customer acquisition (steel producers),
- Preparation of quotations and participation in calls for tender,
- Technical and commercial contract negotiations,
- Preparation, implementation and follow-up of operating tests,
- Guidance on the application and dosing of the products supplied,
- Reporting and coordination with the management in Shanghai.

### Your profile:

- Successfully completed a degree in engineering or a comparable qualification,
- Preferably professional experience in technical sales with customers from the steel industry,
- Good command of written and spoken English,
- Strong technical understanding and interest,
- Good knowledge of the standard MS Office

applications,

- Confident personality with the ability to assert yourself,
- Analytical, structured way of working and excellent communication skills,
- Willingness to undertake business trips lasting several days.

### Our offer:

- Responsible position in a professional environment,
- Good development prospects thanks to continual company growth,
- Performance-based compensation,
- Flexible working hours.

We look forward to receiving your informative application in English, including salary expectations. Please submit your documents by email to: Dr. Mei Yu, china@dfе-chemie.com