



## JOB DESCRIPTION

from SHAN DONG NANO ADVANCED MATERIALS TECHNOLOGY CO., LTD

(NANO MINERAL CASTING GMBH)

### **About us:**

SHAN DONG NANO ADVANCED MATERIALS TECHNOLOGY CO., LTD established in 2005. It's a professional mineral casting production enterprise with complete intellectual property rights, located in Jinan Mingshui Economic Development Zone, 40km away from Jinan Yaoqiang international airport. It covers an area of more than 60acres and more than 200 employees which including 30 professional technicians.

The company is a modern enterprise integrating mineral composite material research, product design, mold design and manufacturing, product processing, and accessories assembly. We have the large automatic mixing casting equipment which with the capacity 9t/h. The vibration tables with exciting force of 70 tons, have the accuracy amplitude and frequency of vibration, as well as CNC machines of different sizes, guideway grinder and other equipment that ensure processing capability. Now our production capacity is 50000T per year.

The company has a complete management system, and obtained the British Standards Institute(BSI) ISO9001 quality system certification, and formulated the national standard of mineral casting for machinery in 2016.

Jinan Dongxing Granite Precision Measure Co. ,ltd, which was established in 1989, is our brother company, mainly produce high precision granites products for more than 30 years. And the brand "EAST STAR" got the high evaluation from customers.

In order to service our customers well in Europe, we built our German office in 2019. We service many customers all over the world, 97% of products are exported to Europe, America, Korea, Japan, Singapore and so on.

### **Job brief:**

NANO is looking for the marketing and sales engineers to join our team in Germany. Responsible for the marketing, sales and service after sales in Europe.

## **Responsibilities:**

- Develop new market for granite and mineral casting in Europe.  
(开拓花岗石和矿物铸件的欧洲市场。 )
- Plans and implements effective sales plan and promotions activity, like professional exhibition and online marketing.  
(制定有效可行的销售计划及市场推广计划， 像一些专业展会或者网络推广。 )
- Responsible for early technical communication and follow-up.  
(负责前期的技术沟通及跟进)
- Responsible collecting information on the application and demand of mineral castings in the Europe market, as well as related business information, to provide basis for enterprise decision-making;  
(负责搜集欧洲市场在矿物铸件的应用、需求等方面的信息， 以及与之相关的商业信息， 为企业决策提供依据)
- Price sensitivity analysis; Provide basis for enterprise quotation  
(价格的敏感度分析； 为企业报价提供依据)
- Cooperate with headquarter to maintain old customers, occasional travel will be required for both training and additional support.  
(协助总部维护好老客户， 需要定期出差进行培训或者提供其他服务)

## **Requirements:**

- Prior experience in machine tools industry with technical knowledge.  
(具有机床行业工作经验及相关技术知识)
- Good customer communication skills  
(良好的客户沟通能力)
- Excellent communication skills in Germany and English.  
(良好的英语和德语沟通能力)
- Ability to be self-motivated when working alone and have good collaboration skills when working with other team members.  
(独立工作时能够自我激励， 与其他团队成员合作时具有良好的协作能力。 )

## **Contact:**

SHAN DONG NANO ADVANCED MATERIALS TECHNOLOGY CO., LTD  
(NANO MINERAL CASTING GMBH)  
Lily Cui  
[eaststar@innano.com](mailto:eaststar@innano.com)  
0086-13969199228  
0086-531-88917773/5/6/8