

Business Development Manager

Location: Shanghai

Reporting to: China Sales Director / Category Director

Department: Flavor Sales Team / Fragrance Sales Team

Profile: French

ABOUT THE COMPANY

Our client is a leading actor in the production of flavor and Fragrance worldwide, they are present in more than 20 countries and have more than 30 plants worldwide.

MAIN RESPONSIBILITY

- Key account management for selected global brands as well as lead of proactive and/or given projects.
- Supporting the Global Account teams and Category in the daily account management
- Overseeing several teams when handling pro-active and reactive projects
- Contributing to continued growth of business

SCOPE OF JOB:

- To handle several selected product categories with fragrance managers as first contacts in the targeted accounts. Also, to handle interfaces with our client affiliates implied in the global development of the account (France, Germany, Japan, India, Thailand...)
- Accountable for the business revenue of the categories and projects

KNOWLEDGE, SKILLS, AND EXPERIENCE

- 0 to 5 years experiences working experience, no limit to function, but strong motivation to lead the development of the market
- Able to obtain the working visa in China
- Engaging networker with relationship focus - ability to influence and collaborate across the Globe with various stakeholders
- Distinctive understanding of branded products, satisfaction of consumer needs and the business drivers of your stakeholders /key account
- Understanding of consumer insight tools and ability to interpret results.
- Good presentation skills with ability to communicate trends and opportunities.
- Understanding of R&D processes
- International mind-set with an intercultural affinity
- Entrepreneurial and business oriented, creative, and results-driven team player
- English is a must; Chinese would be a plus.

APPLICATION

Please send your resume and your motivation letter to: sh-recruitment@ccifc.org

Mail subject: Business Development Manager