

Business Development Manager

Location: Shanghai

Sector: Technical Assistance / Engineering

Report to: Country Manager

Starting Date: ASAP

ABOUT THE COMPANY

Our client is an engineering, construction and industrial projects consulting company with over 1,000 employees around the world, specialized in Energy fields and operating on large-scale projects. Partner of major players in the Oil and Gas industry as well as in Chemicals, Petrochemicals, Renewables, and Infrastructure. The company belongs to a French-owned world Leader in technical consulting activities, employing over 54,000 talents in 30 countries. In order to support its ambitions for growth, our client is looking to hire a Business Manager for its Chinese branch in Shanghai.

SALES RESPONSIBILITIES

- Managing a business portfolio and business leads with existing Clients;
- Drawing up and running market analysis, market strategy and market research to develop your activity;
- Developing your business portfolio: seeking for new leads, new projects and new Clients related to our business and activities, and in new sectors for our diversification according to our development strategy;
- Planning Client meetings, presenting our services, closing deals with a service contract;
- Participating and realizing the preparation of offers, negotiation and signing;
- Supporting in achievement of commercial objectives and pro-active development of corrective actions;
- Regular reporting of your activity in our company system and to your manager;

MANAGEMENT RESPONSIBILITIES

- Building and managing a team of Consultants;
- Driving our Recruitment team to identify the suitable profiles to support the growth of your business;
- Coordinating cross-business activities with our Colleagues in other countries;
- Supervising the financial status of your business activity;
- Organizing & coordinating the commercial relationships with our Clients, Partners, and internal Departments;
- Participating in the global management of the China business;

RECRUITMENT RESPONSIBILITIES

- Identifying, selecting and hiring suitable candidates for your Clients;
- Managing the career evolution of your Consultants (regular follow-up, annual review, new mission);

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult ccifc.org

REQUIREMENTS

- You must have
 - o Result driven, ambitious, and dynamic team player who is not afraid of challenges;
 - o Strong interpersonal skills: people oriented, good listener and communicator, convincing;
 - o Multi-tasks management ability with problem solving mindset and proactive attitude;
 - o Autonomous, you can organise and manage the priorities to achieve your targets;
 - o About 8 years' experience, with a successful track of records in Business development and negotiation skills acquired within several experiences in an international environment;
- You preferably have
 - o Master degree or equivalent from Engineering/University/Business School;
 - o Knowledge of Consulting organisation and Energy industry sector;
- Chinese as mother tongue, with fluent English (mandatory), French is a plus!

CONDITIONS

- Package: Fixed salary + highly attractive performance commission + company benefits;

APPLICATION

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

Mail subject: Business Development Manager

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult ccifc.org