

Business Development Manager

Company:

Our member company is the leader in European household market with his wide and complementary portfolio of brands.

Responsibility:

Location: Shenzhen, Shekou

Business

- Expand business with current customers in Asia and/or Africa in accordance with budget and objectives
- Identify market trends, understand client needs (business model, price, style, quality, service) and brief Sourcing team to build the most suitable solution
- Identify, contact and develop business with new partners in Asia and/or Africa
- Closely follow up orders and after sales with customers
- Attend fairs, visit clients and factories

Reporting/Analysis

- Prepare sales analysis and define the sales strategy according to the objectives
- Manage KPI (margin, turnover, claim, etc.)

Management

- Manage a team of sales assistant (1 or 2)
- Work closely with sourcing, quality, logistic and accounting team

Travel

- Attend trade exhibitions (Europe and Asia) to meet with existing and potential clients
- Visit with key suppliers in China to understand/learn about the products

Profile:

- Experience in China or Asia (study, training) is a plus
- Outgoing, autonomous, well organized and strong communication skills
- Target / solution oriented
- English/French speaking

Please send your resume to: sc-hr@ccifc.org