

## 子公司副总经理 (VET)

**Location:** Shanghai

**Starting date:** ASAP

### 岗位职责:

1. 在楼宇能源及工业能源领域，带领团队发掘、寻找与公司战略一致的业务项目；

In the field of building energy and industrial energy, lead the team to explore and find business projects that are consistent with the company's strategy;

2. 制定短期与长期项目拓展计划，跟踪并落实计划的执行；

Develop short-term and long-term project expansion plans, track and implement the implementation of the plan;

3. 负责项目拓展，开展项目筛选和评估；

Responsible for project development, project screening and evaluation;

4. 组织团队人员进行项目相关文件的撰写、审核与汇报；

Organize team members to write, review and report on project-related documents;

5. 项目开发过程中，与技术部、项目部，法务部等其他部门协同工作；

In the process of project development, work with other departments such as technology department, project department, legal department, etc.;

6. 负责项目的重要商务谈判，推动项目的实质发展；

Responsible for the important business negotiations of the project and promote the substantive development of the project;

7. 负责与关键客户、合作伙伴和政府间合作关系的建立与维护；

Responsible for the establishment and maintenance of cooperative relationships with key customers, partners and governments;

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8. 负责商务团队的人才规划及建设，制定商务团队员工季度及年度业绩目标，并进行考核； Responsible for the talent planning and construction of the business team, formulate the quarterly and annual performance targets of the employees of the business team, and conduct assessment;
9. 严格遵守环境健康安全相关的政策、法律、法规、以及公司相关的规章制度；  
Strictly abide by policies, laws, regulations, and relevant company rules and regulations related to environmental health and safety
10. 完成公司及上级指派的其他相关工作。 Complete other related tasks assigned by the company and superiors.

### **能力要求:**

- 1.熟悉能源相关政策法规，流程和规范；

Familiar with energy-related policies, regulations, processes and norms;

- 2.掌握系统的经营管理知识，具备商务谈判、业务开发、项目计划等专业能力；

Master systematic management knowledge, with professional capabilities such as business negotiation, business development, project planning, etc.;

- 3.业务理解能力，对市场动态非常敏感，能够为业务的开展提供解决方案；

Business understanding ability, very sensitive to market dynamics, able to provide solutions for business development;

- 4.具备敏锐的判断力，识别短期和长期的业务需求，并形成业务计划；

Have keen judgment, identify short-term and long-term business needs, and form business plans;

- 5.决策能力，能及时对问题做出判断并进行解决；

Decision-making ability, able to judge and solve problems in a timely manner;

- 6.团队管理能力。

Team management ability.

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7.优秀的沟通能力与人际交往能力;

Excellent communication skills and interpersonal skills;

8.良好的情商，积极主动且有效的工作风格;

Good emotional intelligence, proactive and effective work style;

9.能接受因工作需要频繁出差;

Be able to accept frequent business trips due to work;

**如果您对这个岗位感兴趣，请将个人简历发送至邮箱: [bj-hr@ccifc.org](mailto:bj-hr@ccifc.org)**