

副总经理

Location: Shanghai

Starting date: ASAP

公司简介

此公司是优化资源管理的全球领导者。凭借在中国的强大影响力，它致力于设计和提供水，废物和能源管理解决方案，为社区和行业的可持续发展做出贡献。作为能源管理的关键参与者，它在能源效率，加热和冷却网络管理以及可再生能源生产方面拥有独特的见解。

Our client is a global leader in optimal resource management. With a strong presence in China, it is committed to designing and delivering water, waste and energy management solutions that contribute to the sustainable development of the community and industry. As a key player in energy management, it has unique insights into energy efficiency, heating and cooling network management and renewable energy production

岗位职责

- 副总经理主要负责公司的业务开发及商务团队管理。确保项目的开发与推进，符合人力资源、质量健康安全及公司管理等相关法律法规政策规定，并带领团队在规定时间内完成目标业绩。

The deputy general manager is mainly responsible for the company's business development and business team management. Ensure the development and promotion of the project comply with relevant laws, regulations and policies on human resources, quality, health, environment, safety, and company management, and he/she leads the team to complete the target performance within the specified time.

- 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, he / she leads the team to explore and find business projects that are consistent with the company's strategy.
- 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
- 负责项目拓展，开展项目筛选和评估
Responsible for project development, project screening and evaluation

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- 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 project-related documents
- 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
Organize team members to write, review and report project-related documents. In the process of project development, work collaboratively with other departments such as the Technology Department, Project Department, and Legal Department
- 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 negotiation of the project and promote the substantive development of the project
- 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 establishing and maintaining cooperative relationships with key customers, partners and governments
- 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 talent planning and construction of the business team, formulate quarterly and annual performance targets for business team employees, and conduct assessments
- 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 environmental health and safety related policies, laws, regulations, and company-related rules and regulations
- 完成公司及上级指派的其他相关工作
Complete other related work assigned by the company and superiors

能力要求:

- 在楼宇能源和工业能源行业，有5年及以上项目开发及管理相关工作经验
5 or more years of relevant work experience in project development and management in the building energy and industrial energy industries
- 具有楼宇能源和工业能源的商务资源的商务资源
With Business Resources for Building Energy and Industrial Energy
- 统招本科及以上学历。熟悉能源相关政策法规，流程和规范
Bachelor' s degree and above. Familiar with energy-related policies, regulations, procedures, and norms
- 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 the knowledge of systematic operation and management, and have professional skills in business negotiation, business development, project planning, etc.

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- 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
- 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
- 能接受因工作需要频繁出差
Can accept frequent business trips due to work needs
- 良好的适应能力和抗压能力，能在富有挑战的环境中工作
Good adaptability and resilience to work in challenging environments

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

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