

BUSINESS DEVELOPERS

Location: Beijing, China

Starting date: ASAP

Profile: International / local

Our client, a leading insurance services provider with solid footprint across Asia Pacific, is recruiting Business Developers.

Main responsibilities include tapping new business opportunities, expanding client resources, meeting sales KPIs, and leveraging industry & personal networks to build client pipelines.

Job Responsibilities

1. Develop new business to achieve annual performance targets set by the company.
2. Build and maintain a portfolio of potential prospects.
3. Collaborate with the Team Manager and General Manager to identify new clients and target client sectors, as well as establish and expand a sustainable business pipeline.
4. Proactively discover and secure new business opportunities through personal networks, industry expertise and strategic outreach approaches.

Requirements

1. Bachelor's degree or above.
2. Relevant business development experience is required; experience in finance, insurance or consulting industries is preferred.
3. Position based in Beijing, with occasional business trips required.
4. Proficient in oral and written English, and skilled in computer operation.
5. Excellent communication skills, careful, patient and quick-learning.
6. Strong teamwork spirit, conscientious and detail-oriented.

APPLICATION

Please send your English or French CV to

bj-hr@ccifc.org

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.

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