

高级商务拓展总监

Senior Business Development Director

(Chemical industries)

Location: Shanghai

Starting date: ASAP

Nationality: Chinese

主要职责

Key Responsibilities:

1. 维护并拓展商务网络，挖掘公司核心业务（能源相关）项目机会，重点聚焦化工、微电子工业领域，可根据需要拓展至周边区域。
Maintain and develop business networks and identify project opportunities in enterprise core business lines (energy), with primary focus on development of industrial sectors in Chemical & Micro-Electronics industries with capable extension to nearby areas as deemed necessary.
2. 项目开发过程中，与内部各部门、外部合作伙伴 / 客户 / 技术供应商及其他相关方高效协同，保障项目具备高可行性。
Work seamlessly with internal / external (business partners/client/technology provider/other external stakeholders) in the process of project development, to ensure the high-level of business case feasibility.
3. 主导并高效推进与客户、合作伙伴的商务谈判，确保服务协议等交付成果按时落地。
Manage and lead effective negotiation with business clients/partners to ensure timely deliverables including service agreements.
4. 联动内部各职能部门，推动项目按审批层级完成内部立项与审核。
Lead the project validation by working with internal functions to ensure the project validation at required approval level.
5. 完成管理层交办的其他工作。
Other assignments as required by the management.

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任职要求

Qualifications:

1. 化学工程、理科、环境科学及相关环境专业本科及以上学历。
Bachelor or above degree in Chemical Engineering, Science, Environmental Science and other environmental related areas.
2. 拥有 10 年及以上相关岗位或行业工作经验。
Minimum 10- year experiences in similar position or industry.
3. 拥有深厚的微电子制造企业客户资源与销售渠道。
Strong sales connection with Micro-Electronics manufacturers.
4. 有工业领域可持续发展相关工作经验者优先。
Engineering firm background is preferable.
5. 具备出色的沟通、组织与规划能力。
Excellent communication, organizational and planning skills.
6. 能接受中国大陆境内频繁出差。
Open to travel frequently with mainland China.
7. 英语听说读写流利。
Fluent oral and written English.
8. 具备深厚行业技术背景者优先。
Strong technical background in the industry is a plus.

投递方式

Application:

请将中英文简历及动机信发送至

Please send your Chinese and English CV and cover letter to

Bj-hr@ccifc.org

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