

Business Development Manager

Location: Shanghai

Company:

20 years in China, our client is a pioneer in the development of Smart Technologies for the Operation & Maintenance of infrastructures and industrial plants, with a focus on mobile solutions "for the worker of tomorrow".

Job Responsibilities:

To support continuing fast growth in our target market segments (infrastructures projects and industrial plants), they are hiring a BD Manager responsible for new sales revenue.

- The BD Manager proactively generates new leads, follow opportunities and secure orders.
- Works together with our industrial and technical experts.
- Involves in all aspects of sales, from lead generation, pre-sales, proposals, bidding, negotiation with clients.
- Measured on sales pipeline buildup, progress and revenue collected.

Requirements:

- At least 5 years of sales experience for CMMS, EAM, ERP or similar management software for industrial clients.
- Ability to quickly use an existing network of contacts in the target segment.
- Self-motivated, with a proactive and positive attitude
- Bachelor's degree or above
- Fast learner, i.e. ability to start selling within weeks
- Ability to take responsibility and solve problems.
- Good communication skills in both Chinese and English, written and oral.

Please send your resume to: sh-recruitment@ccifc.org