

高级商务拓展总监

Senior Business Development Director (Renewable energy)

Location: Shanghai
Starting date: ASAP
Nationality: Chinese

主要职责

Key Responsibilities:

- 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，重点聚焦可再生能源工业领域，可根据需要拓展至周边区域。
Maintain and expand business networks, identify project opportunities for the company's core energy-related businesses, with a primary focus on the renewable energy industry. Business coverage may be extended to surrounding regions as required.
- 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.
- 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.
- 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.
- 完成管理层交办的其他工作。
Other assignments as required by the management.

任职要求

Qualifications:

- 化学工程、热能与动力工程、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, Thermodynamics & Power Engineering, Environmental Science and other environmental related areas.

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- 拥有10年及以上化工、微电子、热能 / 能源回收利用、可再生能源行业同岗位相关工作经验。
Minimum 10-year experiences in similar position or industry related chemical and Micro-Electronics and Heat/Energy Recovery & Utilization, Renewable Energy industry.
- 有工程公司工作背景者优先。
Engineering firm background is preferable.
- 具备出色的沟通、组织与规划能力。
Excellent communication, organizational and planning skills.
- 能接受中国大陆境内频繁出差。
Open to travel frequently with mainland China.
- 英语听说读写流利。
Fluent oral and written English.
- 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: sh-recruitment@ccifc.org

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