

## Business Developer--Chinese Accounts

**Location:** Democratic Republic of the Congo

**Purpose of the position:**

Acceleration of growth with Chinese companies in Africa in camp management services

**Main tasks:**

- Understand the company activities, key differentiators and commercial strategy
- Develop an international network in camp management services in Africa, including decision-makers
- Understand market opportunities, timelines, business volumes
- Understand key differentiators to win and retain business
- Drive decisions to bid, based on a clearly documented business case
- Partner with the Country Director, bid centre, and company leadership, and act as a focal point during tenders and negotiations
- When needed, organize visits to key international sites, and coach internal resources to demonstrate excellence to clients and prospects
- Identify and propose partnerships and commercial agreements with key players
- Strengthen the company position in the region through interventions in forums and industry events (oil & gas, mining, EPC)
- Assist in negotiations with existing clients in the region and outside when relevant

**Requirements:**

- Engineering diploma specialized in mining, or master's degree in business management
- Fluent in Mandarin and English, French a plus
- 5 to 10 years of experience
- International experience in sales positions
- Superior interpersonal skills
- Drive to win
- Results-oriented
- Autonomy and sense of responsibility

**Please send your resume to:** [sh-recruitment@ccifc.org](mailto:sh-recruitment@ccifc.org)