

International Business Consultant

Location: Shanghai

Starting date: ASAP

ABOUT THE COMPANY

Our client is a leading consulting firm specializing in strategic intelligence, risk management & business expansion services.

RESPONSIBILITIES

- Identify and develop new business opportunities in target international markets. Build and manage a robust sales pipeline to drive sustainable revenue growth and achieve company targets.
- Execute strategic market entry plans and partner acquisition strategies. Identify, assess, and qualify potential business partners — including suppliers, distributors, and strategic clients — ensuring high-value engagements in the market.
- Cultivate long-term strategic relationships with key clients and stakeholders. Lead contract negotiations to secure mutually beneficial agreements and serve as primary point of contact for strategic accounts.
- Support senior management in developing business proposals and presentations, conducting market research and client background checks, and preparing pre-sales materials to strengthen project acquisition and client engagement.
- Perform ongoing competitive and market intelligence monitoring by collecting and analyzing business information from various sources, providing senior management with up-to-date insights on emerging trends, key international developments, and potential new opportunities. Prepare periodic newsletters and market reports to support strategic decision-making.
- Conduct innovative research on new tools related to AI, databases, prospecting techniques, and marketing initiatives, with the aim of enhancing the company's daily operations and improving internal business processes.
- Assist in event planning and execution by liaising with stakeholders to coordinate online and offline events, manage communications, and oversee guest invitations, ensuring smooth organization and successful delivery.

REQUIREMENTS

- Master's degree in Business Administration, International Management, Marketing and Communication, or related fields.
- 3 to 5 years minimum of working experience gained in business development, sales, or consulting with international clients and cross-border markets.
- Highly proactive and autonomous, with strong negotiation, analytical, and communication skills, and a proven ability to drive business growth and solve complex problems effectively.

- Excellent time management and organizational skills, capable of handling multiple projects and client accounts simultaneously while maintaining focus on objectives and priorities.

APPLICATION

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