

Business Development Manager

Company

Since its establishment in 2012, our company client, the joint venture between a Chinese aircraft manufacturer and a global leader in aeronautical power and electrical system, has continuously developed: the company's engineering teams in Shanghai now consist of over 200 employees.

The position is based in Shanghai – Pudong new area District

Responsibility

Achieve company objectives of Business Development, Sales & Marketing, establish and maintain good relationships with customers

Main Function Responsibilities and Activities

- Be responsible for Business Development (BD), Sales & Marketing of Electrical Wiring Interconnection System (EWIS) engineering design, manufacturing, and service
- Be responsible for establishment and maintenance of relationship with (potential) customers
- Establish and maintain BD process in the Integrated Management System(IMS)
- Organize, develop, and fulfill strategy and planning of the business scopes which are Customer-Oriented
- Organize, develop, and fulfill marketing promotion plan and activities, including but not limited to the way of Website, Brochure, Video, Advertising, Exhibition & Show, and Forum etc...
- Work closely with potential customers, learn about their needs and provide positive support and quick response with the functions support
- Organize, develop, and provide respond of RFI/RFP/RFQ the preparation, leading role of development and negotiation of commercial proposal / technical proposal (as required) with the functions support, and achieve agreement with customers
- Organize the preparation of documents/agreements with potential customers before launching contract process, to have a well communication and cooperation with Contract Manager to ensure the consistency between contract and agreed commercial/technical proposals
- Achieve any specific mission assigned by Deputy General Manager

Requirement

- Bachelor's Degree in Marketing, Business or Aviation
- An MBA or Master in Engineering a plus
- A Minimum of 5 years and significant working experience in aviation industry or equivalent
- Good work experience business relationships with aircraft OEM, system/equipment supplier
- Proven ability and experience managing and leading high performance of BD, Sales & Marketing teams
- A deep understanding and strategic thinking of BD, Sales & Marketing process

- Good knowledge of business promotion and commercial negotiation skills
 - Ability to capture and identify customer real needs
 - Excellent interpersonal skills and business acumen
 - MS Office proficiency
 - Proficiency and Fluency in English spoken and written
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- A self-starter, with consistent “can-do” spirit, able to independently but also highly collaborative
 - Must be comfortable with multiple tasks, and withstand periodic high-intensity work
 - Strong leadership and excellent planning/coordination skills
 - Must have the ability to drive major initiatives
 - Strong Job responsibility and team spirit
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- PMP certificated

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