

# Business Development Manager

## Company

Our client is a leading player in Executive Interim Management services.

It provides seasoned professionals of every discipline (General Management, Human Resources, Supply Chain, Finance, Legal, IT, Sales and Marketing, Construction Project, Program management, Industry) to help their clients secure the implementation of their projects.

Our client is a founding member of worldwide group that has operations in over 37 countries and is owned by 17 member companies. It has a talent pool of more than 38,500 executives ready to lead global and transnational assignments

Our client offers five global services - Performance Improvement, Company Transformation, Turnaround & Restructuring, Private Equity & Investment Services, Project & Program Management, permanent recruitment.

The position is located at Jing'An Temple.

## Responsibility

The main component of the position is to develop sales on the Chinese National Territory with German prospects (and some other nationalities on case by case after discussion with our Shanghai office Director).

- By National Territory is defined mainly Shanghai and its region and Beijing and its region, but you can, in each case, contact all customers / prospects in other cities in greater China if deemed useful.
- You will set up the desired targeted marketing campaigns, in coordination with the teams.
- You will follow the current assignments for clients in your portfolio, in conjunction with the Partner in charge of the mission.
- You will report to the Development Director responsible for China and visit some of your customers as you see fit, with company partner while traveling in Shanghai.

In particular, the main responsibilities are the following:

- Meet and maintain close relationship with the clients and prospects of your portfolio
- Identify new companies and prospect them
- Establish a good relationship with the German speaking partners companies of our Group (WIL group members based in Germany and Switzerland) and develop joined commercial actions
- Follow and satisfy your German companies' requests:
- Especially find the suitable candidate with the support of our sourcing team
- Qualify a short list of candidates (interviews)
- Establish the proposals (candidate, price, project approach) for the client
- The ultimate validation /selection of the candidate for the client and its introduction to your client is of your responsibility
- Sign contracts with client
- Follow up the project quality and delays with the Client and the Interim Manager
- Contribute with your customers / prospects to the weekly report of business opportunities
- Develop/update and maintain the pool of our foreign and Chinese candidates and consultants in a format already in place. Chinese pool management will be performed by the sourcing team
- Develop the pool of German speaking Interim managers

## Requirement

- English fluent
- German Native speaker
- Master degree
- Over 5 years' professional experience with a successful past experience in Business Development, experience in MNC, Management consulting, Interim management or Executive search is a plus
- Excellent communication skills
- Team player
- Entrepreneurial spirit
- Result-oriented and Self-motivated
- Structured and rigorous
- Engineering profile

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