

Business Development Manager China

Company

Our client has released an undisputed world leader in urban mobility focused on smart parking management with 70% market share due to our 280 000 meters installed base, including 200 000 connected meters delivering value to more than 5 000 cities in all continents.

The Group vision is "To be recognized by our Customers as the Leading Company providing Smart City Mobility Solutions through Digital Systems - Equipments & Services".

Its Malaysian office based in Kuala Lumpur is head office for the APAC region. Its market leadership is based on continuous innovation & customer focus.

Responsibility

The BD will be in charge of mainland China territory. He will have to main activities:

- Maintain & enhance existing relationship with partners, mostly based in Shanghai nowadays, but not only
- Find our new partners & customers (cities) for new on street parking projects detection & constructive

His key assignment is to develop and foster the Chinese market.

China has opened the on-street market last year & many RFP are expected to come up from this sector. Customer requirement are similar in the needs & different in the means. It will be up to the BDM to analyze & understand the cities' objectives & design with the support of the managing director & the technical team the proper winning solution.

Market analysis/study

- Carry out studies, analyses and recommendations on the company's development potential: new customer segments, new products, new capital, technological or financial partners, etc.
- Draw up budgets, after validation by the general management, set up and mobilize an internal project team.

Project coordination

- Target identify and approach potential partners (resellers, distributors, technology partners, financial partners...), project presentation.

Negotiation, monitoring, reporting

- Negotiate with the partners and set up a partnership contract validated by the legal department.
- Formalize commercial bids, responses to calls for tenders.

- Ensure the animation and stimulation of partnerships established.
- Ensure regular reporting to the company's management; evaluate the results obtained.

Monitoring and communication

- Practice strategic monitoring and represent the company at professional events (conferences, trade fairs, seminars, etc.).

Requirement

- Business development / sales
- International exposure
- 5 to 15 years of experience
- Traveling frequently locally & potentially abroad
- Proficiency in Mandarin & English
- Master Shanghainese language would be a plus

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