

Business manager – China

Location: Beijing

Sector: Agriculture

Starting date: ASAP

An independent family group and international player committed to face the nutritional challenges of tomorrow. Specialist in plant, soil and animal nutrition, its historic subsidiary, designs, produces and distributes high added value agronomic solutions in 40 countries all around the world.

RESPONSABILITIES

As a Real business Developer and door-opener, your main mission is to ensure the development in China via the creation of strategic partnerships with local players. Thus, you :

- Conduct regular assessment of business opportunities,
- Identify, establish and maintain contact with potential customers, partners and decision makers,
- Lead meetings and business presentations with local actors,
- Build and follow Universities cooperation projects,
- Ensure a great communication with headquarters and internal staff as with Chinese stakeholders including authorities

REQUIREMENTS

To be successful in this role, you should have a thorough knowledge of the agri-business sector in China. A strong background (experience or academic) in business development and/or consulting linked to the farming sector is mandatory.

As you will have direct contact with key decision makers and headquarters, you must have excellent communication skills. Chinese Mandarin is your mother tongue and you speak fluently English (French is a strong plus).

As a key partner, you'll represent the company in the entire country. To do so, you need to be able to travel around China (50% of you time).

You are known as someone we can trust and rely on with a strong sense of discretion.. Adaptable, flexible and proactive, your natural leadership allows you to “make things happen”.

APPLICATION

Please send your resume to: janvier.walter@ccifc.org / wang.dan@ccifc.org