

Business Developer

Company

Our client develops audio & video solutions for retail outlets.

Music Sound Identity, automatic music program updates, video content management, screens installation in stores – our client solutions are plug & play and easy to integrate into brands existing IT systems.

The company creates the ideal musical environment for stores: a music program designed by a specialist producer to communicate the values of the brand.

The music program is updated daily and is perfectly tailored to the clientele and to the time they spend in the store.

The aim is to build a positive experience for customers visiting store and to increase customers' purchasing comfort.

Shanghai office is located at Lu Wan district

Responsibility

- From client existing CRM, BD will have to Build its own pipe of potential and new clients,
- Cold call Phone prospection to retail networks (Fashion Stores, Coffee chains, car show room, malls etc.)
- Identify prospects & Present the products offer by phone
- Feed the database of new prospects estimated the right target for the client
- Organize a first presentation meeting with the key person
- Follow up with CRM system
- Organize pilot test in-store
- Negotiate & sign the contract
- Follow up signed clients
- Keep strong relation with clients

Requirement

- 2/3 years' experience in retail industry or audio/video solutions
- Strong sales/business development profile
- Strong experience in prospection and phone call
- Fluent English
- Mandarin native speaker

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