

Business Development Manager

Company

Our client is a French company established in 1970 and located in France specialized in the formulation, manufacture and sale of technical and industrial inks for screen printing, pad printing and digital printing. Since its creation, the client has remained at the forefront of technology by offering customized, high quality and innovative solutions in UV (since 1976) and solvent/conventional inks.

The position is based at Jinshan Industrial Zone - Shanghai

Responsibility

Identifies/Supports Business Opportunities

- Conducts regular assessment of business opportunities by monitoring competitor activity
- Contributes to the determination and implementation of appropriate strategies to gain and support business opportunities
- Keeps abreast of customer business development programs
- Attends meetings, conferences, seminars, etc.

Establishes and Maintains contact with Customers

- Identifies key personnel (decision makers) and establishes sound working relationships
- Sells Products and Processes to customer decision makers
- Liaises with internal resources in order to organize all customer related activities - quality, logistics, etc.
- Attends trade shows, conferences, etc. as necessary

Provides Market Intelligence

- Determines future customer needs in terms of existing accounts, existing/emerging products and process requirements. Notifies Materials Planning department
- Identifies future market trends. Feeds back relevant information to Marketing department
- Conducts Market Surveys as agreed between management and the Marketing department
- Monitors customer / competitor productivity and activity. Provides feedback as appropriate

Team Presentations / Reports

- Prepares / presents to existing, new and potential customers, professional colleagues, etc.

Requirement

- Minimum three years practical involvement in coating, trouble-shooting and project work.
- Self-discipline / time management essential - Proven team player
- Degree in Science / Electronics/ Chemistry Discipline
- Desired - Postgraduate qualification
- Written English essential

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