

BD Manager

Company

Our client is a company based in Shanghai with 20 years of experience in the field of Digital Experience Monitoring. It belongs to an international group with diverse backgrounds and various locations (Paris, Madrid, Stockholm, Finland, Shanghai, Tunis).

Responsibility

Develop and execute your development plan aimed at growing our presence in China/APAC to ensure customer business needs and your revenue targets are met, by nurturing a portfolio of existing accounts and finding new accounts.

- Establish strong relationships during all interactions and understand business needs to deliver high value solutions. Importance of being customer-focused, reliable, and trustworthy (honoring commitments)
- Craft a highly results-focused business plan to address customer and prospects pain points and priorities. Develop an understanding of the customers' industry to present relevant proposals
- Follow a disciplined approach to maintaining a healthy and reliable pipeline on your specific account / industry business plan
- Make the most of all channels at your disposal to make your strategy as successful as possible - phone, email, social selling / content marketing through social networks, outreach automation and market research, as well as anything you may consider relevant
- Present tailored solutions based on thorough investigations of prospects' problems and implications on their business to maximize the value they obtain from the purchased service - we are keen on consultative selling and continuously strive to sharpen this skill
- Maintain a close relationship with your new clients, stay aware of their evolving projects and needs, and work with them to expand their scope with additional and complementary services
- Continuously stay on the lookout for other growth opportunities, such as partnerships or influencers that can leverage our development

Requirements

- A talented negotiator
- Displaying high resilience and perseverance.
- Exceptional verbal, written, organizational, presentation, and communications skills.
- Be comfortable in both Chinese and English (French is a plus).
- Prior experience in Business Development or equivalent history of identifying and attracting new clients within our fields, is beneficial.

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