

Business Development Manager

Company

Our client is a leading player in Executive Interim Management services.

It provides seasoned professionals of every discipline (General Management, Human Resources, Supply Chain, Finance, Legal, IT, Sales and Marketing, Construction Project, Program management, Industry) to help their clients secure the implementation of their projects.

Our client is a founding member of worldwide group that has operations in over 37 countries and is owned by 17 member companies. It has a talent pool of more than 38,500 executives ready to lead global and transnational assignments

Our client offers five global services - Performance Improvement, Company Transformation, Turnaround & Restructuring, Private Equity & Investment Services, Project & Program Management, permanent recruitment.

The position is located at Jing'An Temple.

Responsibility

The main component of the position is to develop sales on the Chinese National Territory with French prospects and some other European nationalities.

- By National Territory is defined mainly Shanghai and its region and Beijing and its region, but you can, in each case, contact all customers / prospects in other cities in greater China if deemed useful.
- You will set up the desired targeted marketing campaigns, in coordination with the teams.
- You will follow the current assignments for clients in your portfolio, in conjunction with the Partner in charge of the mission.
- You will report to the GM of China

In particular, the main responsibilities are the following:

- Meet and maintain close relationship with the clients and prospects of your portfolio
- Identify new companies and prospect them
- Establish a good relationship with the French partners of our Group and develop joined commercial actions
- Follow and satisfy your French companies' requests:
- Especially find the suitable candidate with the support of our sourcing team
- Qualify a short list of candidates (interviews)
- Establish the proposals (candidate, price, project approach) for the client
- The ultimate validation /selection of the candidate for the client and its introduction to your client is of your responsibility
- Sign contracts with client
- Follow up the project quality and delays with the Client and the Interim Manager
- Contribute with your customers / prospects to the weekly report of business opportunities
- Develop/update and maintain the pool of our foreign and Chinese candidates and consultants in a format already in place. Chinese pool management will be performed by the sourcing team
- Develop the pool of French speaking Interim managers

Requirement

- French Native
- English fluent
- Master degree

- Over 5 years' professional experience with a successful past experience in Business Development, experience in MNC, Management consulting, Interim management or Executive search is a plus
- High experience in China
- Excellent communication skills
- Team player
- Entrepreneurial spirit
- Result-oriented and Self-motivated
- Structured and rigorous

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