



Camera di Commercio Italiana in Cina

中国意大利商会

China-Italy Chamber of Commerce

**China-Italy Chamber of Commerce
Beijing Career Day, May 12th, 2019**

Job Description

N.B.:The interview will be carried out by the employment agency Gi Group China.

Position: Business Development Director

Job Description:

- Our client is a very well-known foreign company in building materials industry;
- Product management (include category management, new product introduction, launching, price management and support APAC and global product related initiatives);
- Lead overall marketing function, support sales team and enhance company's brand awareness in China;
- Lead business intelligence function and work with global BU s to analysis China market define the growth area, include potential greenfield and M&A direction;
- Build up and lead segment sales team (dot-line reporting, and designer consultant directly report to this role);
- Define and work on overall China business strategy, especially segment focus part, include target segment and key account customers, sales structure and way of working, set KPI to follow up;
- Segment and project lead management, review and using project pipeline tools to forecast and manage sales performance;
- Lead designer consultant team and achieve spec in target and enlarge company's brand awareness.

Job location: **Shanghai**

Type of job (full-time, part-time, internship): **Full-time**

Required experience: **3-5 years**

Starting date: **N/A**

Salary (if indicated): **N/A**

Candidate's Requirements:

- More than 10 years' experience at sales, marketing, business development function;
- Proved record to set up new organization and grow up the business;
- Good communication with external and internal customers, experience to working with C-level customers, especially government related big key account like public investment, real estate, industry etc.;
- Experience on working in matrix organization in international companies;
- Strong project sales / project management background record;
- Fluent English;
- Frequent travel needed (>25% working time).



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Company Information

Company Name: The name of the company will be revealed following the interview.

Company Description: A famous building materials mechanical / industrial engineering management consulting company.