

MinRui Executive Search

Job Title:	Senior Business Development Manager/Director	Job Category:	Marketing
Department/Group:	Marketing- BD	Job Code/ Req#:	n/a
Location:	Beijing/Shanghai/ShenZhen	Travel Required:	On demand
Level/Salary Range:		Position Type:	full-time
Recruiting Contact:		Date posted:	n/a
Will Train Applicant(s):		Posting Expires:	n/a
External posting URL:			
Internal posting URL:			
Applications Accepted By:			
<p>E-mail: recruiting@minrui.biz</p> <p>Subject Line: Job App: BD Manager/Director</p> <p>Please send us your CV in Word format, entering the title of the position you are applying for in the subject line of your email. Please also tell us your:</p> <ul style="list-style-type: none"> - Current and expected salary - Notice period <p>You can send an e-mail with your request to: recruiting@minrui.biz</p> <p>We are always interested in hearing from talented people who would like to join us. We will respond to all applications as soon as possible. The time taken to shortlist will depend on the vacancy and amount of applications received. We will contact all unsuccessful applicants by email (or in writing) if your application is not being taken further on this occasion.</p>			
Job Description			
<p>Job Purpose:</p> <p>Builds market position by locating, developing, defining, negotiating, and closing business relationships.</p> <p>Duties:</p> <ul style="list-style-type: none"> • Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments. • Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities. • Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments. • Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals. • Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations. • Protects organization's value by keeping information confidential. • Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations. • Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments. 			

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Skills/Qualifications:

- English native speaker only.
- Recruiting experience is required.
- Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism

Reviewed By:		Date:	
Approved By:		Date:	
Last Updated By:		Date/Time:	