

POSITION DESCRIPTION:

Job Title: Business Development Manager, Eastern/Southern China

Location: Shanghai/Suzhou for Eastern China; Huizhou for Southern China

Reporting to: Corporate Marketing

RESPONSIBILITIES :

The key role of the Business Development Manager is to establish and manage the business development and sales activities for China. The main goal is to achieve short and long term business and financial objectives, and to increase sales and market share while maintaining the margin expectations of the region.

The Business Development Manager will develop and execute the Business Plan and Marketing Plans for China and subsequently work on the execution of such agreed plans to align and maximize the respective marketing and sales efforts in China.

The Business Development Manager is responsible for meeting business targets that are set during the development of the business and marketing plans.

- Proactively initiate and engage sales calls to new prospects.
- Work closely with Corporate Marketing to design and execute pre-agreed strategies built around developing new business growth.
- Drive "Request for quote" process with new prospects.
- Open business development dialogs with strategic customers. Particular interest is to build a few large strategic accounts.
- Interface with existing strategic customers to solidify mutual expectations of performance and growth.
- Identify and attend tradeshow and other business functions to keep abreast of developments in the marketplace, to find potential new business, and to market company's end-to-end solutions.

REQUIREMENTS :

- Degree/Diploma in Business Management or in any Engineering discipline with 5- 7 years of relevant business development experience
- Strong client relationship management and development aptitude.
- Possess solid presentation skills.
- Have a desire to make a significant contribution to a rapidly growing organization
- Proficient in English communication
- Experience selling components and subassemblies on an OEM/Contract Manufacturing (CM) customer model are highly desirable.
- Ability to facilitate and orchestrate resources cross functionally to support sales efforts.
- Must possess a minimum of 5 years of progressive sales management experience and a demonstrated record of sales growth.
- Bring an entrepreneurial approach to all initiatives
- Market research experience
- Proven ability to work independently

Interested candidates, please email your detailed resume in English with colour photograph, including current and expected salary, to recruitment@amtek.com.sg