

Job Description

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Basic information			
Job title Business Development Manager	Department Sales	Solid Line to (function) Business Field Manager – Automotive Asia	Dotted Line to (function)
Job Location Kunshan	Cost Center	Job level please leave this field blank	Back up (function)

Job Purpose

Field of responsibility (Main tasks)	Job requirements	
<p>1. Explore new business opportunities and business models with existing product portfolio and customer, maintain the stable sales increase. 利用现有的产品和客户群，探索新的商业机会和商业模式;保持稳定的销售增长</p> <p>2. Analyze competitive environment and key competitors' strategies and propose counter-strategies in related business fields; 分析竞争环境和主要竞争对手的战略，并在相关业务领域提出应对策略;</p> <p>3. Responsible for commercial negotiation, and Closely monitor and analyze policies and regulations related with above mentioned fields; Coordinate composition of business required documents 具备谈判能力，密切监测和分析相关领域的政策法规;协调业务所需文件的撰写。</p> <p>4. Knowing well of customer's demand, and Develop personalized solutions. 了解客户需求，并制定个性化解决方案。</p> <p>5. Be conscientious, be able to complete the job actively and effectively. 富有责任心，积极有效的完成上级交代的任务</p> <p>6. Other tasks assigned by manager 经理安排的其他任务。</p>	Education/University Degree	University degree Bachelor - minimum requirement 本科及以上学历
	Working experience	5 years plus sales experience in automotive industry, "Wires & Cables" is preferred 5年以上汽车行业销售经验，汽车电缆行业优先
	Age/Gender	Under 35 years old, Male 35岁以下，男性
	Skills	Fluent English and as well as MS-Office 英语以及 Office 软件熟练
	Further Requirements	Other special requirement 其他特殊要求 1. Good communication and good customer orientation skills. 良好的沟通能力和客户导向能力 2. Be able to implement the project independently. 具备项目执行能力 3. Adapt frequent business trip. 适应多频率出差 4. Strong market development ability, good communication with oEMS. 市场开发能力较强，与主机厂有良好的沟通基础。
Coroflex Competency Model(optional)		
Core competencies	Performance Competencies	Leadership Competencies
Communicating clearly <input type="checkbox"/>	Operating globally <input type="checkbox"/>	Realizing goals <input type="checkbox"/>