

BD manager-业务开发经理

一、Key Responsibilities:

职位描述:

1. Search and develop distributed rooftop photovoltaic projects independently, negotiate and sign EMC contracts to achieve or exceed own personal targets
独立寻找，开发分布式屋顶光伏项目，谈判并签署 EMC 合同，完成或超过个人项目投资目标
2. Establish strategies according to different target customers
根据不同的目标客户制定相应的销售开发策略
3. Actively provide regular progress updates to line manager and request support or resources needed to achieve targets.
主动、定期向直线经理更新项目进展，为完成目标寻求支持或者资源。
4. Maintain existing customer relationship, update the further requirements of current customer, seek the opportunities of long-term cooperation
保持与客户的密切沟通，及时了解客户发展状况及需求，并寻求长期合作机会。
5. Actively update the status of marketing, clients and competitors and contribute feasible plan to improve ACC performance.
随时收集市场信息及竞争对手状况，为公司决策提供有力支持
6. Assist other team member to achieve investment target as assigned
根据需要协助团队成员完成项目投资目标

二、Qualification:

任职资格

1. Bachelor's Degree or above.
统招本科以上学历
2. At least 5 years working experience in energy, automotive and related industry, large-scale manufacturing, or food & beverage industry. Candidates with architectural design/consulting/management, EHS, LEED consulting and experience in EHS, procurement or business development in MNC are preferred
5 年以上能源行业，汽车及周边相关行业，大型制造业，食品饮料行业的工作经验。有建筑设计/咨询/管理，EHS，LEED 咨询等相关资源及曾经在跨国企业从事 EHS，采购或者业务开发的候选人优先考虑
3. Good communication and interpersonal skills
具有良好的沟通能力和人际交往能力

4. Ability to work under pressure independently
抗压能力强，能独立开展工作
5. Efficiency oriented
结果导向
6. Highly sensitive with market changes, and ability to collect market information through all available channels
对市场变化具有高敏感度，有能够通过不同渠道获得有用的市场开发信息