



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, 2018

Job Description

Position: Senior Business Development

Job Description (100 words):

Main tasks: New and present Client Management, Lead Department activity and Tracking/Reporting

- Pursues new business development opportunities for the firm
- Researches and identifies market trends
- Researches clients, competitors, and client prospects to identify key potentials and opportunities
- Researches and schedules meetings with new/existing clients to discover opportunities
- Regularly participates in professional and industry-related functions to gain industry insight and build connections
- Researches and identifies industry organizations/events to target for speaking opportunities, awards and sponsorships.
- Maintains and cultivates industry (clients, consultants, and competitors) and Institutional contact (Government representatives, Agencies, Associations) to position Progetto CMR as a qualified and preferred service provider
- Trip in Mainland China as required by business needs.
- Uses Company database to coordinate leads and/or marketing information.

Job location: Beijing

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

Required experience: 5 years of directly experience in relevant Business Development department of

Starting date: June 2018

Salary (if indicated): Negotiable

Candidate's Requirements (100 words)

- Bachelor or Master Degree in Business Marketing or related field
- 5 years of directly experience in relevant Business Development department of Architectural & Design and/or Real Estate Companies and familiar with local market.
- Preferential selection refer to previous experience abroad and/or with international companies
- Be a dynamic individual driven to succeed, results oriented, high energy and a strong relationship builder.
- Excellent communicational skills and the existed customer relationship circle in work -related area are accorded priority.
- Good interpersonal attitude and the ability to problem-solving, time management skills and computer skills (Office package) are also required.
- Excellent writing skills, with an emphasis on preparing consultant proposals and presentations to clients.
- Fluency in English, both written and spoken, is a must
- Good spoken and written English is essential.



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Company Information

Company Name: Progetto CMR (Beijing) Architectural Design Consultants Co., Ltd.

Company Description (100 words):

Progetto (Beijing) Architectural Design Consultants Co., Ltd. is part of Progetto CMR, company established in 1994 by the Italian Architect Massimo Røj, which provides, at international level, consultancies in the field of integrated design, urban planning, masterplan, landscaping, building design, interior design, and space planning solutions for residential, hotel, office, industrial, retails and public spaces.

Progetto (Beijing) Architectural Design Consultants operates in China since 2003, relying upon a network of domestic and international partners distributed all over the Chinese territory and nowadays, by leveraging its experience in the Chinese market, operates at all levels of the design process to provide innovative design solutions tailored to the needs of the Chinese market. .(<http://www.progettocmr.cc>).