

Business Development Manager

About our client

CFL flooring is the largest exporter of flooring from China. Founded in 2004 by European owners and based south of Shanghai they have consistently built on their story, focusing on their core values bringing innovation, reliability, and flexibility to the market. CFL group of companies has grown into a worldwide pioneer committed to developing and manufacturing value added flooring products.

CFL's products are currently exported to over 70 countries worldwide under several brands, most notably the Lamett brand, and the company has offices in the US, the UK, Belgium, Russia and China. The CFL group currently employs 2000 staff worldwide.

Job description

The Business Development Manager will develop and implement Export Sales strategies in order to achieve the company's corporate objectives and generate sales to achieve maximum profitability against annual sales targets. This person will also identify and exploit new sales opportunities with existing and potential customers.

Further responsibilities include:

- Distinguish the location and manage the point of sales launch together with clients
- Manage contractors to follow company's instructions, sales performance, marketing activities, market analysis etc.
- Provide comprehensive offers and exhaustive presentations to educate and influence customers
- Follow up key accounts projects to insure excellent customer service and proper representation of CFL
- Establish and maintain effective communication links with other departments to identify sales opportunities
- Maintain accurate records of all sales activity and prepare regular forecasts to enable effective forward planning

Requirements

- Proven export sales and/or business development experience and a strong commercial sense
- Highly organized and structured mindset, able to quickly grasp product peculiarities and customer needs
- Ability to communicate, present to and influence senior management on the client side
- Ability to drive the sales process from plan to close
- Result-oriented and organized attitude
- Excellent listening, negotiation and presentation skills
- Fluency in spoken and written English
- BA/BS degree or equivalent

Other information

Report: Sales Director

Location: Shanghai

Contact: For inquiries and to apply, please contact career@growhr.com. Mark your application with *Business Development Manager*