



turn up the volume on
your career
be a part of the local team on the world stage

Business Development Director **业务发展总监** **Beijing, China** **中国，北京**

Are you target focused?
你是不达目标不罢休的人吗？

Are you totally self-sufficient in meeting new business revenue targets?
你有信心独自完成业务目标吗？

If you answered **YES** then we want to speak with you about this role!
假如你的答案是**肯定的**，我们向你推荐这个职位

We are currently looking for a highly driven and commercially savvy Business Development Director who wants to be part of a rewarding team environment. Based at our Beijing Base office in China, you will report directly to the Managing Director.

我们正在寻找一个高驱动力、具备商业头脑的业务发展总监，这个职位工作地点在中国北京，将直接汇报给中国区董事总经理。

Ideally you will have relevant industry experience gained in either event management/services, hospitality, digital products and/or media.

理想的候选人须有相关行业的工作经验，如活动管理/服务、宴会招待，数字产品或者媒体行业

KEY RESPONSIBILITIES

主要职责

- Proven record of a successful business development career;
突出的业绩
- Ability to build strong and lasting customer relationships;
建立和保持客户关系的能力
- International agency experience is a plus;
有外企经验优先考虑
- Ability to work after hours (to attend after hours events when necessary);
能适应加班（能参加工作时间之外的策划活动）



INTEGRATED EVENT SERVICES
Technical • Styling • Design • Digital





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- Ability to manage multiple and competing deadlines;
能同时管理多个项目并保证按时完成
- Proven negotiation skills;
优秀的谈判能力
- A technical and/or event staging background is ideal; and
技术或活动行业背景优先考虑
- Maturity to deal with people at all levels of the business.
能和不同业务部门的人打交道

ESSENTIAL CRITERIA TO BE SUCCESSFUL IN THIS POSITION

任职资格

- Excellent planning, organisational and time management skills that enable you to cope in a demanding environment;
优秀的策划、组织和时间管理能力，并能够适应高要求的工作环境
- Ability to speak both Mandarin and English (desirable);
必须可以流利使用英文和中文
- Outstanding sales ability and negotiation skills;
优秀的销售技巧和谈判能力
- Financial Management skills;
财务管理能力
- Excellent oral and written communication skills; and
优秀的口语和书面沟通能力
- A good understanding of ETG Staging Connections business and its customers.
能很好的理解ETG业务和客户的需求
- An understanding of the events industry.
熟悉活动策划行业

This is an outstanding opportunity to take the next step in your career. A competitive remuneration package will be offered to the right candidate.

这是你职业生涯的一个好机会，同时公司提供具有竞争性的福利待遇。

For further information please forward a copy of your cover letter and resume to Ally Yang (HR Manager) hr@etgsc.com or contact -86 10 5975 6968.

如想进一步了解职位信息，请把求职信和简历发送到邮箱 hr@etgsc.com Ally Yang（人力资源部经理）或致电：-86 10 5975 6968



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Please note only successful applicants will be contacted.
我们会在第一时间邀请成功的应聘者进行面试。



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