



Position

Senior Business Developer (based in Europe)

About us

With a western style management, EU Sino acts as a link of trust between foreign companies, local industries and Chinese government. Based in Suzhou (China), we have setup different business divisions:

- Land & Take-off in China package: assist foreign businesses to expand or set up in China and provide extra business services to help them grow smoothly in this big unknown market
- Innovation: a hub for various foreign incubators and accelerators to develop their activities with our support. Its mission is to create in Suzhou a scale-ups ecosystem.
- Business Services platform: With foreign partners based in China for a long time, this platform will provide services to Innovation as well as surrounding foreign companies

EU Sino's company culture is defined by keywords like: respect, motivation, entrepreneurship, reliability, talent development though team work.

Profile and skills required

- Fluent in English, German- or Italian- speaking is a plus
- Must have at least 3 years working experience in the field of business attraction, Chambers of Commerce or Regions' committee etc.
- In-depth knowledge of working and business cultures in Europe and in China.
- Prepared to travel in EU, and possibly also to China
- Sales talent: fluency in communicating and relationship building
- Experienced in B2B deals and able to highlight relevant value proposition according to sectors

Tasks and responsibilities

- Sales work
 - Prospection and use of your current network to identify new leads and potential markets in EU
 - Understand and be able to summarize clearly the need of leads, present them and follow up with EU Sino China team.
 - Develop a network of partners who we can help in China and can introduce us to interesting leads
- Marketing and strategy:
 - Create awareness about EU Sino, our services and our zones.
 - Participate to China or export related business events
 - Get acquainted in relevant organizations like chambers of commerce, business clubs, etc.
 - Coordinate with Marketing manager to give relevant clients' feedbacks & suggestions

We offer

- Good remuneration with promising perspectives and exciting project
- Coordinate with a team of 10 colleagues based in China (half foreign, half Chinese)

Contact: hr@eusinobc.com – please specify the position you are applying for.

