

Détail de l'offre : Business Development Manager

Partenaire	MANE
Ville	Shanghai
Référence	23D1698116202
Titre	Business Development Manager
Description du poste	REPORTING TO: China Sales Director / Category Director
	DEPARTMENT: Flavor Sales Team / Fragrance Sales Team
	REGION: China and Asia
	LOCATION: Shanghai
	KEY CONTACTS: INTERNAL: Mane Global sales and development teams / Mane Regional Development teams / Mane China labs / Mane Consumer Insights / Mane worldwide affiliates EXTERNAL: Sales Managers in International Key accounts
	JOB PURPOSE: * Key account management for selected global brands as well as lead of proactive and/or given projects * Supporting the Global Account teams and Category in the daily account management * Overseeing several Mane teams when handling pro-active and reactive projects * Contributing to continued growth of business
	SCOPE OF JOB: * To handle several selected product categories with fragrance managers as first contacts in the targeted accounts. Also, to handle interfaces with MANE affiliates implied in the global development of the account (France, Germany, Japan, India, Thailand...) * Accountable for the business revenue of the categories and projects
Type de contrat	Emploi
Description de la société	MANE, one of the Global Top 10 Fragrance and Flavor Companies, headquartered in France, creates and provides Fragrances and Flavors to the Cosmetic, Personal Care, Food & Beverage and Oral Care Industries on a world-wide basis. With Creative Laboratories and a major production facility in Shanghai, sales offices and Creative Centers in Beijing and in Guangzhou, our fast expansion in the Chinese market requires the addition of highly qualified Talents. To find more about us, please add our Mane Public WeChat: MANECHINA
Localisation	☐ Shanghai
Pays	Chine
Profil recherché	KNOWLEDGE, SKILLS AND EXPERIENCE <ul style="list-style-type: none"> • Engaging networker with relationship focus - ability to influence and collaborate across the Globe with various stakeholders • Distinctive understanding of branded products, satisfaction of consumer needs and the business drivers of your stakeholders /key account • Understanding of consumer insight tools and ability to interpret results • Good presentation skills with ability to communicate trends and opportunities • Understanding of R&D processes • International mind-set with an intercultural affinity • Entrepreneurial and business oriented, creative and results-driven team player