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| Job Title: | Business Development Manager | Language(s) Required: | Chinese (Mandarin),, English |
| Department/Group: | MILLERIA Limited | Will Train Applicant(s): | Yes. |
| Location: | Shenzhen | Travel Required: | Yes, Occasionally. |
| Salary Range: | Market Rate | Position Type: | Full Time |
| Posting Date posted: | 09/14/2012 | Posting Expires: |  |
| External posting URL: | Once you have edited your job description, [click here](http://clk.atdmt.com/MON/go/140269971/direct/01/) to post the job on Monster.com. | | |
| Internal posting URL: | www.milleria.com | | |
| Job Description | Builds market position by locating, developing, defining, negotiating, and closing business relationships. | | |
| Responsibilities:   * Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments. * Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities. * Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments. * Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals. * Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations. * Protects organization's value by keeping information confidential. * Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations. * Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments. Prepares the annual Business Development Plan; as well as prepares the annual Work Plan. * Lead and develop staff by identifying training needs, define and follow up of yearly targets and objectives. * Develop and implement strategies for new products and services, determine new opportunities by analyzing business needs. * Provide direction, guidance to the department to ensure alignment with the Company’s strategies. * Contributes to team effort by accomplishing related results as needed.   Skills/qualifications:   * Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism. * Reporting Skills, Administrative Writing Skills, Microsoft Office Skills, Managing Processes, Organization, Analyzing Information , Professionalism, Problem Solving, Supply Management, Inventory Control, Verbal Communication. * Performance Management, Giving Feedback, Project Management, Coaching, Foster Teamwork, Supervision, Staffing, Business Knowledge, Technical Leadership, Technical Management, Vision | | | |