

# Job Description

## Job Title: Business Development Manager

### Job summary

You will prospect new business by advertising, networking, cold calling and other methods of producing interest from potential clients. You will design persuasive approaches and proposals to convert potential clients into business customers. By presenting new solutions and services to clients, you will develop and maintain existing accounts. You work together with marketing, technical support and other management to achieve your goals of increasing the company's revenue and customer satisfaction through existing and new accounts.

### Key Responsibilities

1. Prospect for potential clients and convert them into increased business opportunities.
2. Developing quotes and proposals for clients.
3. Increasing the value of current customers while attracting new ones.
4. Maintaining a strong understanding of our products & services.
5. Researching trends and creating new opportunities to increase sales.
6. Attending conferences, meetings, and industry events.
7. Grow company revenue through mutually beneficial partnerships.

### Qualification

1. Bachelor's degree in business administration or a related field.
2. Proven track record and sales experience in a related product or service.
3. Exceptional communication and presentation skills.
4. Fluent in English and Mandarin.
5. Expert understanding of service & product.
6. Ability to express technical and non-technical concepts clearly and concisely.
7. Strong organizational talents and ability to work under pressure and in new environments.
8. In-depth knowledge of the industry and current events.
9. Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
10. Proficient in Word, Excel, Outlook, and PowerPoint.

### Company benefits

If you join in Van der Leun, we would like to offer: transportation allowance, year-end bonus, annual company outings, team building, holiday benefits, on-the-job training.

If you are interested in our job positions, please click the Apply Now button to contact Mrs. Huang. Here is her mailbox [e.huang@vanderleun.nl](mailto:e.huang@vanderleun.nl).

The power of Reliability

**van der leun**  
electrical engineering Suzhou