**Business Development Manager or Specialist – Construction**

Name of Company: China Jiangsu Construction Group Co., Ltd. 江苏建设集团有限公司

Work location: Based in Shanghai or Jiangsu Province, China

Number of vacancies: six, both males and females are welcomed

Job Responsibilities:

PRIMARY FUNCTION

Help research, identify and develop new clients and opportunities, as well as maintain existing clients, for the development of profitable projects of international clientele across China

TYPICAL DUTIES

•Initiate, develop and track contacts with new and existing clients, identify key decision makers, introduce Company capabilities and identify potential service opportunities

•Coordinate meetings between key Company personnel and potential new and existing clients to promote marketing efforts.

•Coordinate the client development process by providing information, promotional materials and advice to potential clients and act as liaison for the Company.

•Work directly with the Company leadership in developing the marketing plan.

•Assist in the preparation of proposals and interviews.

•Perform additional assignments as directed by the Company leadership

Job Qualifications:

• Be very fluent in Mandarin Chinese, German and English.

• Bachelor’s or a higher degree from Tongji Unversity or another accredited university.

•Prior experience as a business development representative or related position with significant client contact is desirable but not mandatory.

•Prior experience with construction services firm is a plus but not mandatory

•Ability to motivate others and develop teamwork, excellent writing and speaking skills and strong organizational skills.

•Ability to work well with others under deadline situations.

•Very detail-oriented, self-motivated, enthusiastic and flexible.

•Ability to interact well in various business and social settings with all types of people in a mature and professional manner.

•Computer literate.

•Capable of traveling to and from project sites for attending client and project meetings.

Benefits:

We offer a competitive benefit package that is commensurate with experience and performance.

Company Profile:

China Jiangsu Construction Group Co., Ltd. 江苏建设集团有限公司is a state-owned large construction company with a general contractor qualifications for projects at home and abroad, being listed as one of the top 225 biggest general contractors all over the world by American Engineering News Record (ENR). Our company has quality, environmental protection, health and safety (QES) certification and received AAA credibility ratings from our banks.  
  
With more than 10 branches located in Beijing, Shanghai, Nanjing, Xuzhou, Suzhou, Wuxi, Nanning and Shandong etc., our business has concentrated on construction projects invested by renowned international companies, and covered a broad spectrum of industrial sectors. The international clients we have serviced well include Bosch, GE, Rohm & Haas, Sandvik, Voith, Unilever, DuPont, Roche, Motorola, Johnson & Johnson, Goodyear, Dow Chemicals, Alstom, Toyota. We have won a wide variety of awards and prizes for our excellent execution of projects.

We have been ranked as a Jiangsu Province Top 10 Construction Company, the Best Enterprise of Jiangsu Construction Industry, and the Most Respected Construction Contractor of Jiangsu Province

For more information, please visit our website at [www.cjcc-China.cn](http://www.cjcc-China.cn).

What sets us apart from our competitors?

1. We have an intensive and unique understanding of the works we carry out --- our knowledge
2. We are committed to putting in our best efforts on projects we execute – our dedication.
3. We are adaptable to the processes, and highly efficient in meeting the needs of our clients and project management companies --- our responsiveness and collaboration
4. We are proactive in our communications and are resolution-oriented ---- we have an unwavering Can Do attitude in our daily operations.

Our lofty and never-ending goal is our quest to become the best construction contractor in China!

If you are interested in this position, please send your detailed CV in both English and Chinese with contact details to James Liu, Senior Commercial Director for review, at [cjcc\_jamesliu@yeah.net](mailto:cjcc_jamesliu@yeah.net). Mr. Liu’s mobile phone is 86-15601908718.