

Position: Business Developer (H/F/X)

Company:

United Investment Europe

Operator of the China Belgium Technology Center / www.cbtc.eu

Number of positions requested: 1

Job category: Sales & Marketing

Sector of activity: Technology, Science-Park, Real Estate.

Place of work: Louvain-la-Neuve

The CBTC is an innovative “Ecosystem” that connects Chinese and European High-Tech companies.

Located in Louvain-la-Neuve (in UCLouvain Science Park), CBTC offers an infrastructure of more than 60,000 square meters to accommodate offices, laboratories, shops, a conference center, a co-working space/ business center and a 170-room hotel. It also offers 600 parking spaces.

In addition to its infrastructure offered for rental and/or sale to Chinese and European high-tech companies, the CBTC offers a portfolio of consultancy services to companies wishing to develop in Europe (for Chinese companies) and towards China (for European companies).

These services include, market research, regulatory advice, business matching, marketing and communication, project management, cultural and business training, government relations, etc.

UIE is recruiting a Business Developer for its Business development Department

Job description

Under the supervision of the Business director, the Business Developer will have to:

- Find and generate commercial leads to develop the CBTC activities in various Technology Industry Verticals (Life Science / IT / Clean Tech/ Fin Tech...);
- Help to implement the sales and marketing strategy of UIE and the CBTC;
- Present, promote and rent out the CBTC infrastructure (offices, conference centre, coworking space, business centre, laboratories, commercial space, hotel space)
- Present, promote and sell consultancy services to European companies wishing to develop in China and to Chinese companies wishing to develop in Europe;
- **Your missions:**
 - Build a pipeline of target prospects (European & Chinese companies) who would join CBTC for infrastructures and services;

- Establish regular reporting of sales and approaches of new prospects;
- Achieve agreed sales targets and results on schedule;
- Support the rental of offices /laboratory/service center and Coworking space;
- Establish, develop, and maintain business relationships as well as positive customer relations ;
- Perform analysis comparing costs/benefits and demands of potential/existing customers to meet their needs;
- Assist in the preparation and reception of delegations (European companies and Chinese companies);
- Participate in United Investment Europe and the CBTC promotion events (webinars & seminars).

Your profile:

- You hold a bachelor's degree in Business Administration, International Trade, Marketing;
- You already have experience on Business Development or international trade at least 1 year;
- You are outgoing, curious, target driven and look forward to work in an international environment;
- You are proactive with a positive attitude and Team spirit;
- Having already done business in China or with China would be a clear asset for this position;
- You are fluent in both French and English;
- Knowledge of Chinese is a plus;
- Knowledge of Dutch is a plus.

Your contract:

Work schedule: Full time

Type: CDI

To apply to this position applicant should send their Resume and Cover Letter to lixia.xing@uieurope.com.

Only successful applicants will be contacted by mail/phone.