

We're currently looking for a **Business Development Manager**.

This role is responsible for these activities within Europe: Strategic relationship management with key semiconductor industry players, seeking new business development opportunities, and sourcing for potential M&A or investment targets, using various information sources.

- Interface between Hisilicon and Europe's key industry players, startups and R&D organizations in ICT industry.
- Be capable of dealing with the relationship between companies and organizations, and will play an important role in the communication between Hisilicon and the strategic cooperation, M&A, and investment projects.
- Be responsible to find those opportunities and bring them to headquarter, and work together with headquarter to evaluate the opportunities and execute the project if it's approved.

The recruitment for this role reflects the increasing needs of a large MNC with a growing cooperation activities in Europe.

The role will be responsible for the following activities, including:

- Build relationship with Europe semiconductor companies, startups, R&D organizations;
- Communicate with headquarter on those cooperation or investment opportunities found;
- Communication and negotiation with those companies and organizations to do business/technical evaluation, due diligence, agreement preparing;
- Accompany headquarter people for business trips;

Experience requirements:

- 10+ years working experience in MKT, general management, business development, investment management, CxO of ICT companies, or 10+ years working experience in VP, Director, ED, MD, Partner of VC/PE/Investment Bank,
- 5+ years ICT industry experience especially with technical background,
- Executive management experience in ICT companies is a plus, and
- Experience of working within a multi-cultural environment

Candidate requirements:

- the candidate must be adaptable, flexible, dynamic, patient and have a high emotional IQ supported by strong self-awareness,
- the candidate must be open-minded with good communication skills to communicate externally,
- the optimal candidate will be able to quickly build working relationships and respect through behavior and expertise,
- opportunity will be provided through earning respect and demonstrating credibility,
- influence in this role will come from expert and relationship authority and not positional authority,
- the culture at Huawei is results driven and, as such, it requires great drive, self-motivation, proactivity, commercial sensibility, and individual accountability and ownership for all deliverables and results

Technical skills and knowledge:

- knowledge of the latest industry and technical trends in semiconductor industry,
- working knowledge of investment, deal sourcing, due diligence,
- working knowledge of business negotiation, agreement preparing,
- communication capability under complicated circumstances
- PowerPoint skills

Qualifications and Education Requirements:

The candidate must have a Bachelor's or Master's degree, MBA preferred, PhD in technology preferred.

Critical skills:

- the candidate must have exceptional communication skills, to be able to share and receive information in a smooth way,
- strong influencing ability, supported by strengths in problem solving, logical thinking and a confident communication style,
- ability to effectively communicate at all levels of the organization, including senior management, in an inspiring and compelling manner is a critical skill that will determine success or failure for this role,
- the candidate must be able to break down complex challenges using simple and clear logic to develop strategic responses that are simple to communicate and which are supported by data, evidence & compelling logic,
- Being challenged is part and parcel of the role, and data and logic are often employed as a means to assess the viability of recommendations,
- emphasis is placed in delivering high quality and innovative solutions,
- capable of maintaining objectivity and credibility when challenged,
- confident and self-motivated, with a proven ability to forge cooperation, collaboration and partnerships,
- a positive attitude which embraces change and challenges, and under stress still manages emotions,
- high level of personal integrity, as well as the ability to handle confidential matters professionally, and show an appropriate level of judgment and maturity, and
- high degree of initiative, dependability and ability to work with little supervision.

Strategy and Business Development Department's team values:

- collective wisdom and diversity of thought, culture and experience
- clear, simple, compelling communication
- simplicity & focus
- individuals who take ownership for their own destiny and the result regardless of their position
- individuals who are proactive and always looking for opportunity
- individuals who are flexible, adaptable and open to considering new ways of doing things
- above all else we value results and achievements

Strategy and Business Development Department's team characteristics:

- simple, clear and concise
- responsive
- proactive
- innovative
- logical
- honest
- precise
- patient
- thoughtful
- confident and humble

Interested? Please send your application in English to: wenjing.zhang.ext@huawei.com