

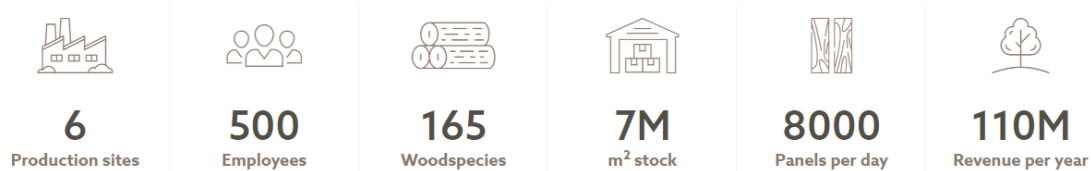
Job Description

Background

Decospan is a Belgian family business of four decades and is a European market leader in wood veneer processing. Decospan 是一家总部位于比利时的木皮开发商，对天然木皮有着相同的关注、理念和感受，它的可能性和对自然的关怀:创新和创造，同时尊重环境。

<https://www.decospan.com/en/wood-solutions/panels/>

A few Numbers:



Job title: Business Development Manager

Reports to: General Manager Decospan China Co. Ltd

Location: Jing'an, Shanghai, China

Expected start date: September 2019

Responsibilities:

- Establish, build and maintain strong, long-lasting relationships with industry leaders, project developers and architects/designers
- * Outline distribution model in China for Decospan's branded panel products
- Develop a trusted relationship with key accounts
- Research, forecast and track key account and prospect metrics
- Identify and grow opportunities and collaborate with teams to ensure growth attainment
- * Assist in outlining digital marketing strategy for Decospan's branded panel products
- Communicate clearly the progress of weekly initiatives to the supervisor

Requirements:

- 5-8 years proven account management or other relevant experience
- Demonstrated ability to communicate, present and influence credibly and effectively at managers and directors of the organization
- Experience in the furniture industry with existing contacts and relationship are desirable
- Listening, negotiation and presentation skills
- Verbal and written communications skills
- Good in English
- Experience or education background in interior design or architect is a strong plus
- Bachelor degree or above

Application:

Please email us your English and Chinese CV in MS Word format at liang@generatebvba.be