

**Regional Sales & Business Development Manager based in
SHANGHAI, China**



SARENS is one of the worldwide leading companies in crane rental services, heavy lifting and engineered transport. With state of the art equipment and value engineering, we offer our clients creative and intelligent solutions to today's heavy lifting and engineered transport challenges.

The joint-venture with SINO-TRANS is another next step in our fundamental objective in establishing profitable growth that will enable Sarens to achieve its future ambitions. In the prospective to fulfill further growth on the Chinese market and stronger cooperation with our Chinese partner we are looking for a regional sales & business development manager.

Jobtitle : Regional Sales & Business Development Manager

Reporting to : Sales Director Projects & Members of the board

Location : Pudong New District, Shanghai, China

Expected Start Date : middle of 2020

Responsibilities :

- Building in-depth knowledge of the market in developing a pipeline of new business coming in the region.
- Identifying market opportunities and evaluating them in close collaboration with joint-venture partners and Sarens stakeholders.
- Maintaining and building positive relationships with joint-venture partner, potential clients, business partners, the political world, (regional) authorities, financial institutions, etc. to create awareness and goodwill towards Sarens.
- Being in close contact with and providing accurate communication towards Sarens Sales Director and Members of the board.

Requirements :

- Minimum 10 years of successful experience in a Business Advisors-, Business Development- or Senior Sales role with proven results in establishing business in China for European Headquartered Companies
- Strong interest in Heavy Lifting founded in a strong technical background.
- Demonstrated ability to communicate credibly & effectively to build long-term business relationships.
- Excellent communication skills in English. Fully understand and preferable speak Chinese.
- A strong affinity with the Chinese culture and society
- Willing to relocate.

If interested or you need more information, please send your CV and application letter towards pieter.van.den.eynde@sarens.com