



Business Development Manager

ENRICH - European Network of Research and Innovation Centres and Hubs, China (ENRICH in China - china.enrichcentres.eu), offers unique services to European research, technology and business organisations, connecting them to the Chinese market. ENRICH in China was launched in October 2017 in China and it aims to trigger all the scientific and technology collaborative potential of the Chinese market for the benefit of European research organisations and technology-based companies including start-ups and SMEs.

Job description

Position Title: Business Development Manager, ENRICH in China

Location: Beijing, China

Closing Date: February 10th, 2020; 16:00 pm (GMT +8)

Full time position

Who can apply?

This position is open to applicants residing in China who meet all of the essential qualifications and whose applications are received by the closing date. Shortlisted candidates should be able to participate in tests and/or interviews in Beijing at their own expense. The successful candidate will be required to relocate to Beijing at their own expense.

Summary of duties:

The Business Development Manager will lead the business development for ENRICH in China - European Network of Research and Innovation Centres and Hubs, China, which provides support to European science, technology and innovation (STI) organizations and establishes connections with the Chinese market.

Main duties and responsibilities:

- Actively undertake and engage on client prospectation and acquisition activities, including business meetings, development of commercial proposals, customer relationship, negotiation of new service contracts, etc.;



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- Support the establishment and expansion of ENRICH in China community (handling the relationship and recruiting new Soft Landing Zones, Members and External Service Providers);
- Contribute to the impact, reputability and visibility of ENRICH in China brand, both in the European and Chinese markets, particularly among the core target group of the centre;
- Support and, if needed, supervise the technical execution of services contracted to ENRICH in China;
- Support the marketing of ENRICH in China services, both in Europe and in China;
- Support other management and administrative activities of ENRICH in China.

Desired Skills and Experience

Education:

- A Master degree, or an acceptable equivalent through the combination of education and work experience;

Language:

- Proficiency in English (reading, writing, listening, speaking)
- Proficiency in Mandarin Chinese (listening, speaking) is a plus

Experience:

- In international cooperation on science and innovation;
- In advising technology-based small-to-medium enterprises (SMEs) or start-ups on market entry strategies, technology transfer, or intellectual property, reflecting an understanding of China's business environment and innovation ecosystem;
- In working and liaising with different types of stakeholders: governments, universities, science parks, incubators and associations;
- In working in multicultural environments and in properly handling cultural differences.

Knowledge:

- Of science and innovation in general and of key industries in China in particular;
- Of Europe-China relations (political, economic, etc.), particularly in the field of science, technology and innovation;
- MS Office Tools, including Outlook, Word, Excel and PowerPoint.

Abilities/skills:

- To effectively communicate in English in a business context;
- To generate, acquire and maintain business opportunities;
- To research, interpret sources of information and synthesize data to respond to requests for information from clients;
- Build and maintain a professional network;
- Multitask capacity;

Personal suitability:

- Client focus and business mind setting;



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- Effective and efficient communication;
- Result-oriented approach;
- Networking and alliance building.

Conditions of Employment

- Ability to obtain and maintain a valid working authorization in China;
- Able to travel domestically and internationally as required.

How to Apply:

We are seeking high quality written applications to establish a shortlist of up to five (5) applicants that will be called for a second stage in this recruitment process. Your application must include an Application Letter and Curriculum Vitae in English. Please send your application to china@enrichcentres.eu

Please indicate your full name and the position title in the subject line: “Your full name –Position Title”.

Please be advised that incomplete applications will not be considered.

