

Senior Business Development Manager

SGR inspection is a quality control service provider in Asia, product inspections, factory technical and social audits, testing and consulting service, we are constantly looking for new talent. If quality and perfection are your edge, join us! All jobs can lead to higher positions and development opportunities!

Responsibilities

- Develop & contact & prospect potential clients and turn them into clients;
- Identify new potential clients via social networks, trade show visits and participation
- Manage & Grow your clients' portfolio, (Any company importing products from Asia, typically high street retailers, promotional merchandise companies and importers of Garments & Apparel, Footwear & Shoes, Bags & Luggage, Toys & Recreational Items, gifts, furniture, electronics, home textile, bedding, hats, Toys, ceramics, Sundry goods, industry and commerce products, home & kitchen products, lighting, Industrial Machine, Leather products is your potential client).
- Ensure a good customer service: follow up your client and offering additional services or by encouraging them to use our services more frequently;
- Maintain clients' satisfaction, in collaboration with Operations & Marketing teams

Requirements

- Direct knowledge or experience of the inspection industry or the China/Asia supply chain;
- With a proven sales and business development experience, or preferably B2B sales.
- Persistent and patient with good ability to close deals.
- Confident with online communications (email, skype).
- Self motivated person, capable to take initiatives.
- Fluent English;

At SGR, find the opportunity to really make an impact and grow in a fast-paced and multicultural work environment! we provide salary as per experience + Commissions on sales

Apply for this position - Send your detailed resume in English, including your expected salary
hr@sgrinspection-asia.com.