

**We welcome high achievers who are excited to take on new challenges and share their ideas. On-the-job training, development and exposure to global challenges will give you the opportunity to work with great teams worldwide. Join us on the world stage!**

## **Business Development Manager**

Exhibitions & Events Industry  
Expomobilia Shanghai

### **The challenge**

- Actively research, identify, pursue and develop new sales prospects to maximize revenue
- Possess a successful track record of scheduling business development meetings through to contract negotiation
- Create, manage and expand client database for a healthy sales pipeline
- Develop and implement effective sales and business development ideas
- Manage all sales and marketing materials, and advise website updates accordingly
- Maintain records and improve sales results from event & exhibition attendance
- Advise the company accordingly based on current and future trends
- Work with design and project management teams on developing proposals
- Estimate the client budget of potential projects in China and/or abroad

### **Your profile**

- Excellent verbal and written communication skills in English and Chinese
- Minimum 3 years of experience in the exhibition and event sales business development
- Successful sales track record, result-oriented, enthusiastic with an entrepreneurial attitude
- Knowledge of various trends and up to date with current events
- Immaculate time management; able to meet deadlines, targets and KPIs
- Keen, proactive and hands-on in approaching potential clients in various industries
- Able to multitask and work under pressure, yet deliver and maintain high-quality results
- Ability to travel domestically and internationally; with a valid passport

**Apply here with your full CV, reference, certificates, a photo and tell us why you are the best person for this job!** Yvonne C. Neddo  
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**We offer an interesting, very versatile activity in a creative and modern environment.**

[www.expomobilia.cn](http://www.expomobilia.cn)  
[www.expomobilia.com](http://www.expomobilia.com)

Expomobilia AG is the leading general contractor for temporary buildings & constructions for live marketing projects in Europe and offers a wide range of international quality services with more than 40 years of history. From system and individual exhibition stand at trade fairs, over short term event construction until impressive out- and indoor pavilions, we offer our clients solution for any live marketing activity with the full service in all aspects.

Expomobilia is a subsidiary company of MCH Group and member of the MCH Live Marketing Solution division.