

Job Description

Role Title	Business Development Manager (Job Ref. 0089)	Grade	5
Line Manager	Regional Sales & Bus Dev Director - APAC	Location	China
Direct Reports (if applicable)	N/A	Job Function	Sales, Business Development
Role Overview			
<p>As part of the Sales team, you will be critical to opening new markets and building partnerships, helping to expand our reach and drive revenue. A key element of the role will be to recruit, develop and drive relationships with key OEM/ODM customers and facilitate customer interactions with Kigen sales, product management, marketing and engineering. We need a “can-do” attitude, solid technical experience and sales acumen to help us grow and expand.</p>			
What you will be doing:			
<ul style="list-style-type: none"> • Drive Kigen products to the OEM/ODM for the Mobile Consumer and Cellular IoT market in China, and for Chinese producers overseas markets. • Create marketing / sales strategy to identify and reach potential customers. • Recruit, develop and maintain relationship with OEM/ODM customers in China. • Manage all sales proposal activities and contract negotiations. • Facilitate interactions with Kigen wider team. • Work closely with Kigen regional sales team to update on any opportunities inside/outside of China. • Attain Bookings, Revenue and MBO targets. • Working closely with customers, delivering an excellent customer experience by seeking to understand customer needs and striving to achieve mutually beneficial solutions. • Develop, manage and report on sales pipeline. 			
What do we need:			
<ul style="list-style-type: none"> • Bachelor’s degree or higher (preferably in business or technical field) • Proven OEM/ODM sales and networking in China. • 5+ years of experience selling to OEMs/ODMs/Mobile Operators • Experience in writing proposals and contract negotiations • Strong technical understanding • Knowledge of Smartcards (SIM/eSIM), iSIM is advantageous • Knowledge of 3GPP & GSMA standards is advantageous • Ability to travel to meet requirements of the role • Attention to detail, good communication skills, ability to work under pressure when needed. • A real team player who aspires to our core values of: <ul style="list-style-type: none"> ○ Passion for customer success. ○ Be excellent to all. ○ Think big, act fast. 			