

## Business Development Manager

### **Job Brief:**

We are looking for local business development managers to proceed the business growth in channel development, distributor network management, customer visit and business communication, etc.

Travelling is needed from time to time to meet customers. And for better improving the product and getting to know the potential new-driven business, you are also responsible in sorting and updating local market research, business opportunity and product feedback from dealers and end users to R&D engineers and sales management team.

Ultimately, your job will be an integral part of our efforts to ensure profitability and business success.

### **Responsibilities:**

- Monthly, quarterly sales forecast preparation and execution.
- Develop and manage the local sales channels and dealer network
- Responsible for the entire sales process, including visits, negotiations, quotations, contract signing, payment management, etc.
- Responsible for the growth of sales amount and business exploration in assigned market.
- Weekly, monthly timely reporting. Participate in relevant meetings and ensure market feedback is properly translated for internal action.
- Provide or organize the basic product training to customers locally.

- Demonstrate the applications of geospatial technology, such as Global Positioning System (GPS), geographic information systems (GIS), automatic tractor guidance systems, variable rate chemical input applicators, surveying equipment, or computer mapping software.
- Collect Market information & analysis including market size, market trend, new products and application, customer trend etc. and report back internally in a timely fashion.
- Participate in industry events such as trade shows, conferences, and other travel as required.
- Well execute any other tasks as assigned by the superior.

### **Job Requirements:**

- At least 2-5 years of experience in an agricultural-related roll with activities such as sales, service, training, or other related work. Prior experience with JD technology and support is a plus.
- Experience related to channel development and sales management is preferred.
- Experience in high-tech industries such as artificial intelligence/robots is preferred.
- Problem Solving, product knowledge, presentation skills, technical understanding.
- Excellent customer relation and organizational skills.
- Ability to manage multiple priorities and meet short/changing deadlines.
- Fluent in English is necessary. Other local language skills are a plus.