



## China BD Executive / Asia Business Support

Contract type: Long term contract / open to VIE for French citizens.

Location: Shanghai office - Jing'An District

Starting date: April 2020

### Our company

TERAO is a global consulting and engineering company involved for 25 years in energy efficiency and green building engineering. Created in 1993, our client is one of the pioneers of energy-saving and sustainable buildings. With a 30+ team of multidisciplinary engineers, is a leading independent French green building engineering company active in China (since 2008) and worldwide (Columbia, UAE, Malaysia, Indonesia, etc.).

TERAO operates on the whole building life cycle, from design (green building specifications, energy efficiency design and calculation, etc.) to operation and maintenance (energy audits, certifications in operation...).

TERAO's capabilities include the following:

- Sustainable Design Solutions for new constructions and renovations
- Environmental Certification Management for new construction and existing buildings (LEED, China GBDL/GBL, BREEAM, HQE, WELL, etc.)
- Building Simulations (Thermal Modeling, Daylight Simulations, CFD, Wind Modeling, etc.)
- Energy Performance Contracts
- Energy Audits
- Specific Studies (Carbon Footprint Study, Life Cycle Assessment, etc.)
- Operation Optimization (ISO 50 001, Energy Management & Reporting, etc.)

### Job responsibility

- Business Intelligence: Work on the segmentation, identification of key targets/build up database, provide feedbacks to operation/help developing on a business point of view our service offer
- Business Development: Prospection, Proposal/Contract Editing, Negotiation
- Account Management: Maintain/develop relationship with clients
- Sales Administration: Maintain strong relationship with Customers' Procurement Dept. Insure payments.
- Marketing: Develop strategic partnership with other technical companies (Architect, PMC, etc.), work in collaboration with Marketing Intern for several marketing actions (Events, Market Study, Online/Social Media)

Main focus is on China market. Nevertheless, some support & BD actions could be as well related to Asia activities.

### Requirements

- TERAO is looking for a Business Development Executive with experience within Technical Consultancies in building/construction/environment industries.
- English Fluency & Good level of Mandarin are required. Another European language is a plus (French, German...)
- At least 3 years professional sales experience in related sector.
- You will be working under the responsibility of the Asia General Manager
- Business trips in China
- Salary based on experience and credentials of the candidate / Incentive Scheme

*If you are interested, please send your resume to: [mramos@teraochina.cn](mailto:mramos@teraochina.cn)*