

## BUSINESS DEVELOPMENT MANAGER - AVIATION

- **Leading Multinational Company**
- **Specialization in Aviation product and services**
- **Highly Attractive Remuneration**

Our client is the Leading International service and product provider for Aviation and Marine industry. Reporting to the General Manager of Asia Pacific, Middle East and Africa. The incumbent is directly responsible for the developing of new business and growing existing business in North Asia.

### **Responsibilities**

- Work closely with the General Manager to identify profitable and sustainable new markets within the aviation and maritime sectors and develop sales strategy and tactical plans to penetrate these markets.
- Provide support to account managers for existing clients and focus on relationship building to increase the yield per client through aggressive relationship marketing and cross selling.
- Provide weekly and monthly sales activities reports in line with division, region and global requirements.
- Be responsible for the implementation, co-ordination and outcome of marketing promotions actively relevant to the new business market.
- Achieve other marketing and personal objectives set annually with the General Manager and in keeping with the business objectives of firm.
- Support marketing promotion activities in the division.

### **Requirements**

- Degree in any discipline.
- Excellent written and spoken communications skills.
- More than 5 to 10 years direct sales experience in the aviation industry with good track record.
- Experience in any of North Asia markets with good understanding of their culture, business and local practices.
- Experience in working in a multi-national matrix structured organization.

To apply, please forward your resume quoting job reference no. JD8999 to [Isabella.tan@gsiconsultants.com.hk](mailto:Isabella.tan@gsiconsultants.com.hk). All applications will be treated with strict confidentiality. Only short-listed candidates will be notified.