

THE ROLE OF BUSINESS DEVELOPMENT



Job Title: Business Development

Job Summary

Consistently meets or exceeds sales goals for product line within assigned territory as determined by the Sales and Marketing Center. BD will be responsible for maintaining and improving customer relations. The role will also must coach, train and supervise new sales and BD staff to ensure that they meet or exceed sales goals.

Roles and Responsibilities:

- Identify, establish, enhance and maintain business relationships within the market unit. Success will follow not just the initial relationship building, but establishing your role as a partner and consultant to the client for their translation ,localization or e-learning end goals.

-Tireless follow up and fierce dedication to customer service; build your individual sales pipeline and grow territory through strategic account planning and first-hand market information ;

-Meet and exceed client expectations in overseeing the management and delivery of their projects on budget and on schedule;

-Meet and exceed your revenue quota, maximizing short to medium term revenue while keeping an eye on the longer term sales projections;

Our Services



Document Translation Services



Interpretation Services



Desktop Publishing Services



Video Translation Solutions

-Partner with other sales team members to align and coordinate sales efforts for global accounts;

-Attack sales opportunities at all levels from cold calls or contacts to extending existing relationships; Identify new revenue opportunities through regular, consultative client interaction ;

-Drive the client proposal process both internal and external to ensure that the offered solution addresses all customer needs;

-Must possess superb communication skills and ability to interact with all levels of an organization ;

-Willing to travel and work outside the regular 9-5;

-Energy, Drive, Excitement - all words to describe the overall feeling of urgency and potential our elite sales force feels to partner and consult with our clients to bring them the best in class translation and localizations services to meet their end globalization goals.

Your Desired Skills & Experience

-Quantifiable and proven sales track record of consistently attaining set sales quota and demonstrated ability to close contracts;

-Minimum 1-5 years in the translation and localization industry with a working knowledge of the current tools and technologies being used and implemented;

-A client-focused attitude with strong attention to detail and follow through;

-A keen interest in the translation and localization industry with a hunger

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to meet the needs of organizations going global;

-A motivated and engaged team player who looks for solutions and drives results;

How to apply:

Candidate send you cv to E-mail: hr@ccjk.com

[About the life@ccjk.com](#)

As a one-stop solution to Enable Global e-Business provider, CCJK Community is a diverse team of individuals who bring their wisdom and passion to the mission of “Enable Global e-Business”. Offering better business services from language translation, design, web and mobile application to the E-learning.

Highly engaged, collaborative, entrepreneurial and self-motivated resemble as the icon of all ccjker in CCJK Community. You will fit right in such a profit-sharing organization.

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