China Business Development Manager
BreqLabs

About Us

Our mission is to make VR experience immersive and highly engaging by bringing your hands into the virtual world. Our VR controllers are highly accurate, have low latency and low power consumption. Our VR controller gloves can make you feel what you see and can also track you as you walk in the VR world, unlocking new possibilities for exploration!

Responsibilities

- Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Qualifications

Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals,

ace. 2017

Professionalism

Job Type: Full-Time

Application

Applicants must send a cover letter and resume to info@breqlabsinc.com. The position will start as soon as a suitable candidate is found.

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