

BEIJING

Business Development Director (m/f/x) Architecture

Overview

Are you looking forward to interesting and challenging tasks within a design-oriented and innovative environment that also offers you the stability and structure of a successfully grown company? Are you looking for an opportunity to contribute your creativity and personality? Then you'll be a great fit for us!

Our strong community and longstanding success are based on an appreciative, open, family-like atmosphere and the knowledge and commitment of our employees.

The use of state-of-the-art technologies and our expertise across all service phases according to HOAI enable us to develop high-quality solutions and concepts.

Become part of our team as an Architectural Business Development Director (m/f/x) and apply now!

You can expect the following

- First point of contact for our Chinese clients and local cooperation partners
- Continuous exchange with our management board
- Analysis of client needs and other informations relevant to the early project stages
- Initiation of new client contacts and projects, maintaining client relations
- Acquisition and monitoring of Chinese architectural competitions
- Lead support and implementation of acquisition processes at all levels
- Receiving enquiries for new business (including RFQs / RFPs) and strategize responses

You bring along

- Degree in architecture, architecture communication or a comparable field of study
- Minimum of five years of relevant professional experience on an international level
- Well-developed network of contacts with local design institutes and architectural institutions
- Knowledge of the Chinese construction market
- Outstanding communication skills and a track record of negotiating and securing contracts
- Excellent command of Chinese (Mandarin), as well as good English and / or German skills

We offer

- Great project variety, a wide range of project typologies, and diverse planning approaches through a variety of planning partners
- Full coverage on all required insurances in China, including health insurance and housing fund
- Travel allowance
- Personal development perspectives
- International and interdisciplinary working environment

Your contact at HENN

Raymond Richter

T +49 (30) 28 30 99 253. We're eager to get to know you! Please submit your application (including a detailed qualification description with references, resume, portfolio in pdf format, your expected salary and your earliest possible starting date) via our recruitment portal.