



Shaping a World of Trust

*Our Mission & Ambition are **Shaping a World of Trust**. A business to business to Society Company, contributing to transforming the world we live in. Guaranteeing quality, ensuring Health and Safety, mitigating risks and improving performance as well as environmental protection and social responsibility ... This is what Bureau Veritas is about, truly believing that it contributes to bettering society.*

*Our Absolutes are **Ethics, Safety and Financial control**; and our Core Values are **Trusted, Responsible, Ambitious & Humble, Open & Inclusive**. We strongly believe that you are here more than just working, being part of the BV family, it's being convinced that you will "**Leave your mark... in Shaping a World of Trust**".*

Job Description : **BD Manager**

Reporting : **B&I Director**

Role

To be Business Development Manager for project management, construction management and construction supervision service section ("**PMCM**") of the B&I (Building and Infrastructure) business line in Bureau Veritas Vietnam, BD Manager has good understanding and timely updating the local and regional markets for PMCM as well as all current and potential BV's products. With the input from BD Director & support from other BLs manager, he/she define and deploys the Development strategies for each period as well as relevant area.

Tasks – Activities – Responsibilities

- Prospect and identify potential clients, and prepare a list of potential clients.
- Develop and maintain the relationship with existing and new clients
- Search new projects in the PMCM, PMCS field through partners, existing and new clients.
- Take sales target achievement as your full responsibility
- To prepare a marketing & visit plans on weekly basis, including the following minimum:
 - To perform the marketing & visit plans
 - Prepare technical & financial proposal and draft of the contract based on the company form/reference.

Candidate Profile

- University degree with Technical.
- At least 5 years experience in the sales position for PMCM and/or construction projects
- Wide relation project management, project developer, construction consultant companies



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Technical and professional skills

- Fluent in reading, writing & speaking English
- Good command in office software (Word, Excel, PowerPoint, ...)
- Understanding of services for construction project, real estate, industrial construction, etc., good capability in marketing & sales activities

Professional behaviors

- Understanding company's business activities.
- Sensitive to company policies and results driven
- Exhibits good credibility
- Entrepreneur/self-starter with good ethical reputation
- Autonomous, team work and team builder. Dynamic, enthusiastic, adaptable, persistent.

Employee

N+1

Name:

Date:

Name:

Date: