

Senior Business Operations Manager

For our international business development we are looking for an enthusiastic business expert to join our young and energetic team.

This job will mainly focus on sales and business development but also assist with purchasing and production in coordination with the team.

You will be responsible for:

- Achieving financial objectives by preparing budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Identifying current and future customer requirements by establishing rapport with potential and actual customers and other persons in a position to understand service requirements.
- Performing strong report and professional presentation skills
- Ensuring availability of merchandise and services by approving contracts; maintaining inventories.
- Formulating pricing policies by reviewing merchandising activities; determining additional needed sales promotion; authorizing clearance sales; studying trends.
- Marketing merchandise by studying advertising, sales promotion, and display plans; analyzing operating and financial statements for profitability ratios.
- Determining marketing strategy changes by reviewing operating and financial statements and departmental sales records.
- Maintaining professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies or exhibitions.
- Maintaining operations by initiating, coordinating, and enforcing program, operational, and personnel policies and procedures.
- Contributing to team effort by accomplishing related results as needed.
- Completing operational requirements by scheduling and assigning employees; following up on work results.
- Fluent written and spoken in German, English and Chinese.

This job requires a high degree of analytical and commercial expertise as well as organizational strength. High commitment and willingness to travel are key for this position. Experience of 1-2 years above in trading business is a plus.

If you are interested, please apply with your motivation letter and detailed resume including your start date and compensation / benefits expectations. You can send your resume to the email address: INFO@SILKWAYINTERNATIONAL.COM.