

Business Development Specialist

at DAFA in Beijing & Wuqing, Tianjin, China

DAFA Sealing Technology (DST), Beijing & Wuqing, Tianjin, China

Do you want to be part of a solution-oriented team and actively strengthen DST's international competitiveness?

DAFA Sealing Technology (Tianjin) Co., Ltd. (DST) is a global, leading partner within industrial sealing, absorbing, and protecting solutions. To support the continuous growth-ambitions in China, we are looking for an experienced, ambitious, and English-speaking **Business Development Specialist** *within the wind power industry.*

Your key tasks will be to:

- Realize and achieve the sales target based on the management's budget and help to grow our business to achieve long-term success.
- Develop consigned OEM customers and tier 1 supplier customers.
- Develop both new Asian and global accounts.
- Make sure that the global agreements and projects are executed well in China.
- Share knowledge within the Asian Sales Team and other colleagues.
- Support the Asian Sales Team to build up Asian accounts with knowledge from global accounts.
- Increase sales pipeline and improve conversion rate every quarter.
- Ensure excellent customer satisfaction and loyalty levels.
- Ensure optimal coordination and cooperation within the DAFA group.

We expect that you:

- Have experience with international customers.
- Have more than five years of experience in B2B sales.
- Be able to work independently, but also as a team player.
- Possess excellent negotiation and communication skills.
- Possess excellent planning and forecasting skills.
- Are driven, enthusiastic, and energetic.
- Are systematic and result-oriented.
- Possess good IT skills and data discipline.
- Speak and write English fluently.

Business Development Specialist

We offer you:

- A full-time job in a well-established production company with a distinct growth and development culture.
- A career in an international company with a flat organization and a management that focus on common values, good relations, results, and feedback.
- Competent colleagues worldwide and a friendly working environment.
- Good terms of employment and excellent opportunities for personal and professional development.
- Necessary training in the job and the industry.

Want to join our team?

Kindly send your application with your CV in both English and Chinese, and other relevant documents to **HR Manager, Jane Li, via E-mail: jal@dafachina.cn**

Application deadline: we will be conducting on-going screening and interviews, so please send your application including CV at your earliest convenience.

Expected start date: as soon as possible.



About DAFA

DAFA is a family-owned corporation founded in 1939 by Børge Norby.

The early manufacture and assembly of bronze sealing strips has evolved into manufacture of products in foam, rubber and plastic materials for construction, industry and wind energy applications, such as gaskets, sealing tape, and sound and vibration damping solutions.

After establishment and acquisition of subsidiaries abroad, the DAFA Group now has more than 350 employees across three continents and eight countries, with production in Denmark, Italy, Poland and China. DAFA's headquarters are located in Aarhus, Denmark.

DAFA's mission is to provide sustainable, long-lasting solutions which seal, absorb and protect. Our goal is for our customers to experience added value by collaborating with DAFA.

Core story

The invisible lines that make wonders happen.

At DAFA we are experts in specialized products and total solutions that seal, absorb and protect.

With constant innovation, uncompromising product quality and close collaboration with our partners, we contribute to successful projects in industries where attention to detail is the difference between success and failure.

Our experience covers three quarters of a century with a strong commitment to principles of sustainability in business decisions that create long-term value for our stakeholders.

Our global supply chain means we deliver to any location efficiently on competitive conditions.

For more information about DAFA, visit us on [LinkedIn](#) or dafa-group.com

Watch a short movie about DAFA [here](#)



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