



Open Your Career to a New Horizon

Join a world leading group specialized in trade receivables management.

Coface, rated AA+ by Fitch Ratings, AA by S&P and Aa3 by Moody's, is a subsidiary of Natixis. Coface facilitates global business-to-business trade by offering its clients credit insurance, company information and ratings, receivables management and factoring. Founded in 1946, Coface now has a direct presence in 64 countries with 6,000 staff members. Coface is expanding its Hong Kong team with the following position:

Commercial Development Manager (CDM-0507)

Job Duties:

- execute annual sales plan to achieve sales target
- conduct direct selling and promoting sales development in sales value and amount, exploring marketing and new business segments according to marketing situation
- maintain communication with clients and explore other business opportunities to maximize the sales target
- execute working processes of sales functions efficiently and effectively
- establish close working relationship with other team members to make best use of available resources
- support other ad hoc

Requirements:

- university graduate with major in Business or related disciplines
- minimum 5 years practical experience in business development / marketing field
- experience in financial / insurance industry and / or multinational company a plus
- ability to communicate effectively in English and Chinese (Cantonese and Putonghua) in all aspects
- presentable with strong communication, negotiation and interpersonal skills
- well-organized, meticulous and initiative
- be a team player with a positive and proactive attitude
- have strong analytical and problem-solving skills and be able to work independently
- open-minded and willing to take challenge

We offer 5-day working week, medical benefits, attractive remuneration package and excellent career path to the right candidate. Interested parties please send detailed resume stating current and expected salary, and available date to hrdept@coface.com.hk.

Personal data collected will be used for recruitment purpose only.