

Group Commercial Director
Reporting to: Group Chief Executive
Location: London or Beijing

The China-Britain Business Council (CBBC) helps British and Chinese businesses and organisations work together in China, the UK and third markets around the world. With more than 60 years of experience, specialists in 11 UK offices and 15 Chinese locations, and a diverse 1,000-strong membership, we operate alongside the British Chamber of Commerce in China to support companies of all sizes and sectors from multinationals to SMEs.

As the partner of choice for British companies working with China, CBBC delivers a range of events, tailored research and consultative services. We cooperate closely with the Department for International Trade, the Foreign & Commonwealth Office and across government to highlight export opportunities for UK companies and investment opportunities for Chinese organisations.

In a newly created role, CBBC seeks an experienced, dynamic and commercially astute Group Commercial Director to join its senior leadership team. The Group Commercial Director will play a key role in the future development of CBBC and will be responsible for identifying new commercial activities as well as driving business growth to meet the needs of our members and customers.

The Group Commercial Director will bring a global perspective on China and its businesses as CBBC seeks to help British companies of all sizes and from all sectors grow and develop their business with Chinese businesses on a global scale - in China, in the UK and in third countries. Working closely with the Commercial Executive Directors in the UK and China, the Group Commercial Director will help realise the full potential of CBBC's work including:

- Premium member programme and engagement
- Research and policy
- China Outbound, Belt & Road, and Innovation
- Government and partner relations
- Marcomms

Objectives of role

- Develop, enhance and implement impactful market and business development strategies working with colleagues across all areas of CBBC, in particular working closely with CBBC's Commercial Executive Directors in the UK and China to ensure high-quality delivery with impact.
- Identify new opportunities, develop new client relationships, create business proposals and write significant bids. which includes building up the value proposition and engagement of seniors across the prospect, to get decision makers onside.
- Ensure the on-going gathering, reporting and communication of insights from members and non-members alike to drive a better understanding their needs and opportunity for CBBC.
- Ensure that CBBC systematically builds and maintains relationships with government, key third parties and stakeholders including trade bodies who can be influential in delivering the commercial and strategic objectives of CBBC.
- Ensure that the board and management team are kept informed of market opportunities and business development.
- Effectively ensure a portfolio of key accounts are actively managed to secure renewals and to grow the value secured from the accounts.

- Work with the Commercial Executive Directors to develop and put in place a set of bespoke plans to ensure we maximise engagement from and deliver value to the key accounts.
- Establish the profile of CBBC as a 'best in class' account and relationship management business.
- To work with the Commercial Executive Directors to support and contribute to new member recruitment as well as the development of new commercial opportunities/products.

Key Relationships & Interfaces

As part of the senior leadership team, contribute actively to the overall relationship management of key stakeholders:

Internal:

- CBBC's CEO and Commercial Executive Directors
- CBBC's leadership team and colleagues.
- Advisory Council members.
- Board of Directors members.
- Chair and members of CBBC's key committees.

External:

- Key contacts within member organisations and representatives.
- Key industry bodies and individuals.
- Department for International Trade, HMT, FCO and other Government departments.
- Local and regional trade and investment bodies.
- Other external influencers as appropriate to develop CBBC's commercial proposition.

Specific Requirements

- 15 years' or more experience of successful commercial management gained in an international environment, including sales, business development and marketing, as well as development of commercial strategy.
- A deep and broad understanding of the commercial environment in China and internationalisation of Chinese business is highly desirable.
- Director-level experience of directly and indirectly leading and managing large, dispersed and multi-cultural teams
- Outstanding relationship-building and interpersonal skills in cross-cultural environments. The role will entail working within the highest levels of British and Chinese organisations in private and public sectors.
- Significant expertise in an account management gained in an international environment.
- Commercial focus – proven experience of growing accounts, identifying new business opportunities and developing new solutions/products/services.
- Exceptional and demonstrable commercial acumen, including drafting and approving contracts
- Ability to inspire and motivate people to drive the business forward and achieve your goals
- Ability to build and maintain effective working relationships with customers, partners, suppliers and staff
- Technology literate and open to adopting transformative technology in service delivery
- Excellent project management and time management skills
- Strong organisational skills and a keen eye for detail
- Strong communication and written skills.
- Experience of working in a matrix environment.
- Fluency in spoken and written English is essential. Fluency in spoken and written Mandarin is desirable.
- Degree and membership in a relevant professional body e.g. accountancy, law, finance, marketing etc.

Working for CBBC means working alongside great people, who are recognised for their knowledge and expertise.

Application Process

We invite applications from qualified candidates to send a CV and cover letter to hr2@cbbc.org.

Your cover letter, which should not exceed two pages, should explain why you believe your skills and experience are a good fit for the role, and give an indication of your salary expectations.

The closing date for applications is 31 March 2017. We regret that only short listed candidates will be notified and that applicants who fail to provide a covering letter will not be considered.

CBBC is an Equal Opportunities employer and values diversity.