



Senior China Business Adviser (Technology / Innovation)

China-Britain Business Council

Location: London

Salary: £38,000-£40,000

Are you passionate about UK-China business relations? Do you have strong proven experience of key China market access issues, including regulatory barriers, IP protection, partner management, licensing, and sales? Are you driven to help other companies achieve export success and grow their business in China, with a particular focus on science, innovation and technology sectors?

China is the UK's third largest trading partner and sixth largest export market. The size of the opportunity for companies with the right services and products cannot be ignored. Providing UK companies with informed perspective and services to support them to do business with China is critical. At CBBC we are committed to helping UK companies understand the opportunities and navigate the challenges to generate business success.

This is a wide-ranging role with the opportunity to support clients across the information technology, healthcare and life sciences sectors as well as maintaining a keen focus on wider policy initiatives and changes that affect these companies. There will also be opportunity to work with other members across related service sectors.

As a member of CBBC's UK-based Commercial team, working in close partnership with colleagues in China, you will be responsible for:

- Developing content and driving activity programmes
- Acquisition and retention of new clients and Members
- Growing revenue streams
- Servicing and care of existing client and Member relationships
- Providing one-to-one consultation with businesses of all sizes and experience
- Public speaking at events and seminars in the UK
- Developing an in-depth understanding of key policy and market access issues
- Developing, enhancing and maintaining relationships with key partners, including the Department of International Trade, other government departments and sector trade bodies

Requirements

Specific requirements for the role are as follows:

- Substantial and recent China business experience
- Demonstrable understanding of the concerns of and issues faced by UK companies across the science, technology and innovation sectors when trading with and investing in China
- The ability to deal at senior levels and to deliver sound business solutions to widely differing types of company



- Strong analytical and advisory skills
- Passion for business development and excellent client facing skills
- Self-motivated, with a flexible and entrepreneurial style of working
- Mandarin skills desirable but not essential

About CBBC

The China-Britain Business Council (CBBC) helps UK companies grow and develop their business in China, via a network of offices across China and the UK. Our mission is to help UK companies of all sizes and sectors, whether new entrants or established operations, access the full potential of one of the fastest growing markets in the world. We deliver a range of practical services, including advice and consultancy, market research, event management, trade missions and exhibitions, and incorporation. Through more than 65 years of engagement, we have built up exceptional connections with government and business across China. For more information, please visit www.cbbs.org.

Interested candidates are invited to send a detailed C.V. together with a cover letter explaining how your personality and experience meet our requirements. You must include **Senior China Business Adviser – Technology and Innovation** in the subject line of your email and send to: UKHR@cbbs.org.

We regret that only short-listed candidates will be notified and that applicants who fail to provide a covering letter will not be considered. If you have not had a response within 7 days of the closing date below, then your application has not been taken forward to interview stage.

The closing date for applications is **Sunday 22nd January 2023**