**Business Development Manager – The Orangeblowfish**Location: United Kingdom (Remote)  
Position: Part-Time Contract (2-3 Days a week)

**Job Overview:**

We seek a highly motivated and experienced Business Development Manager to work on a contract basis 2 to 3 days per week to support The Orangeblowfish in continuing to develop our stakeholder relationships within the UK/China ecosystem and expanding our network of partners. This role requires exceptional networking skills, a deep understanding of the Chinese market, and a proven track record in building and maintaining successful business relationships.

**Responsibilities:**

* Build on existing stakeholder mapping, and continue to identify key stakeholders, potential partners, and market trends.
* Develop and execute our quarterly strategic plan to expand The Orangeblowfish network of partners within the UK/China ecosystem.
* Build and maintain strong relationships with existing partners, acting as the main point of contact and ensuring their ongoing satisfaction.
* Identify and reach out to potential brands and companies interested in the China or Asia Pacific market, offering strategic advice and highlighting The Orangeblowfish's expertise in the region.
* Collaborate closely with the executive and marketing team to develop and implement effective marketing campaigns tailored to target brands and maximize The Orangeblowfish UK/China ecosystem profile.
* Attend relevant industry events, trade shows, and conferences to represent Orangeblowfish and establish new connections.
* Provide regular reports and updates on business development activities, including progress against targets, market insights, and potential areas for growth.
* Stay up to date with industry trends, market developments, and changes in regulations that may impact The Orangeblowfish's operations within the UK/China ecosystem.

**Requirements:**

* Proven experience in Business Development, preferably within the UK/China ecosystem or international markets.
* In-depth knowledge of the Chinese market, including cultural nuances, business practices, and regulatory environment.
* A strong network of contacts within the UK/China ecosystem, including potential partners, industry experts, and relevant stakeholders.
* Excellent communication and interpersonal skills, with the ability to build and maintain long-lasting relationships.
* Demonstrated ability to successfully identify and seize business opportunities, negotiate deals, and close partnerships.
* Self-motivated and results-oriented, with the ability to work independently and meet deadlines.
* Exceptional research and analytical skills, with the ability to gather and interpret market data and trends effectively.
* Familiarity with marketing and branding strategies, particularly in relation to the China or Asia Pacific market.

**Interested?**

Apply below using the link or email me at [james@theorangeblowfish.com](mailto:james@theorangeblowfish.com) and [joinus@theorangeblowfish.com](mailto:joinus@theorangeblowfish.com). *The Orangeblowfish will not sponsor applicants for work visas for this position. Candidates must be legally authorized to work in the United Kingdom. This position does not qualify for relocation assistance.*