Job Description – Business Development

Code-Create, an international fashion AI company based in Hong Kong, is co-founded by world renowned AI innovator Professor Calvin Wong and fashion C-suite leader Ms. Kim Wong in May 2022. Code-Create is dedicated to revitalize fashion ecosystem through AI.

Code-Create is currently searching for an experienced business development manager who can drive measurable results that benefit our global business expansion. Our ideal candidate will be able to implement an effective sales approach that expands our reach and strengthens client relationships. They will also actively seek out other business opportunities that can boost revenue and set our company apart.

Objectives of this role
- Develop and execute business strategy to drive business growth and positive brand position
- Develop and maintain positive professional relationships with clients
- Use financial techniques to improve sales revenue
- Monitor sales progress to ensure that corporate goals are being met

Responsibilities
- Conduct high-level industry research to develop effective sales strategies
- Promote the company's products or services to prospective clients
- Participate in collaborative business meetings to update key stakeholders
- Provide continuous, constructive feedback to research team
- Review sales contracts to ensure they meet legal and corporate guidelines
- Interact with clients and respond to client inquiries about the company's products or services
- Track all business-related invoices

Skills and qualifications
- Proven record of sales growth
- Minimum 3-year experience in business development, sales and customer service
- Strong knowledge of business and sales growth techniques
- Exceptional project management and people skills
- Clear verbal and written communication skills
- Enthusiasm for the company and its growth potential

Preferred qualifications
- Experience in team management
- Sharp negotiation and networking skills
- Organizational skills
- Problem-solving skills
- Educational background in business, marketing, fashion
- Language skills – English, Cantonese, Mandarin