



# 羊 YANG SING 城

## Business Development manager

We are looking for a highly organised individual looking to be part of a team handling our restaurant bookings and events, along with marketing and selling Yang Sing.

### As part of your job role you will be required:

- To carry out sales analysis and reports to develop marketing strategies, and services to be sold.
- Setting of sales targets
- To proactively undertake market research, compiling analysing customer feedback to help to bring new business to the restaurant, outside catering and private dining departments.
- Prepare marketing proposals.
- Serve as the point of contact / account manager for clients.
- Recruit, train, and develop junior sales team.
- Produce marketing and sales reports for directors to review.
- Keep abreast of local competitors and the marketplace.

### Common Duties:

- To actively market/sell the restaurant on Chinese social media platform and present Yang Sing in the most positive light.
- To ensure that all Conference and Banqueting client data and records are recorded and maintained, in accordance with departmental standards. Enter, retrieve, reconcile, and verify information (e.g., commissions, leads, third parties) in software involved in the sales process.

### Essential Requirements:

- 45-50 hours per week
- Good command of written and spoken, English, Mandarin and Cantonese.

### Additional information:

- £25,500 to £26,500 experience dependent
- Flexible working hours

### Get in touch

If you'd like to express your interest in the role, please forward your cv to [info@yang-sing.com](mailto:info@yang-sing.com)