

Business Development Manager

OPIM is now accepting applications for the position of **Business Development Manager**. This is a challenging but rewarding role in a fast paced collaborative environment. Reporting directly to the Head of Business Development, you will work with the marketing and sales team to build strategies targeting institutional, emerging hedge funds and distribution partners in the Greater China region.

Your work experience in the Fund management, FA, or other financial services or legal sectors, confident communication skills, strong command of mandarin, and affinity for helping your clients will be advantageous.

Responsibilities:

- Structure customized solutions for clients' leverage the Company's in-house product offering;
- Coordinate both internal teams and third party technology partners and prime brokerages to assist clients in the fund establishment process;
- Develop intelligent market and sales strategies through client-specific analysis and industry research;
- Handle other ad-hoc assignments when required.

Requirements:

- Bachelor degree or above;
- Prior experience in financing sales service or other financing sectors will be preferred;
- Excellent communication skills, including writing and language proficiencies in English and Chinese is essential. Native Mandarin speaker will be preferred;
- Detail-oriented, independent, and organized.

Please apply in confidence with full resume and cover letter stating your recent and expected salary to the HR Manager – Carmen Lau, email to clau@opim.com.hk (Data collected would be used for recruitment purpose only).