



JOB POSTING

BUSINESS DEVELOPMENT MANAGER - IntraMirror

Location: Milan, Italy

About the company: IntraMirror is a fast-growing digital luxury fashion start-up founded in 2017, with HQ in Shanghai and offices in Hong Kong, Milan, Florence and Rome. Currently it is pursuing the round B financing with a 320 million US dollars market valuation. The company is growing in EU, a key area of an ambitious plan to expand the product and service offering, to improve customer experience and to reinforce the market positioning.

We are currently looking for a talented and dynamic **Business Development Manager** based in the **European region** (Germany, Italy, France, UK, etc.) to support our growth in the country. The role offers a unique opportunity to support the growth of SMEs and big-sized business, lead initiatives and develop a deep understanding of luxury fashion e-commerce. The Business Development Manager will play a key role in the long-term improvement of the seller experience, as well as the success of IntraMirror in the area.

Responsibilities:

1. Prospect the market to identify, prioritize and manage a sales pipeline, lead negotiations and recruit high-potential players/sellers (multi-brand luxury retailers, department stores...);
2. Be a business partner for new/current sellers, educating and providing them with data-driven insights and advice to optimize their success on IntraMirror;
3. Conduct analysis of business opportunities to meet and exceed monthly revenue and operations performance targets;
4. Get a deep understanding of the internal and external variables that could impact IntraMirror (forecasting and planning sales growth, reporting key metrics, understanding trends) to identify market opportunities to improve customer experience and grow the business;
5. Find and share the latest trends in the market, both in terms of new potential business and best commercial conditions/best practices.

The ideal candidate will demonstrate a high degree of ownership and motivation to build a career in luxury fashion e-commerce, highly analytical, enthusiastic, self-motivated, detail-oriented and customer-focused. 2-3 year of experience in a similar role is preferred.

We are also looking for a **Business Development Manager Assistant**, with a degree in a business-related field, to provide support to the Business Development activities.

We are a place where "results talk and ideas walk", good ideas are always welcome, but you have to take ownership and make them happen too. Openness and flexibility are our mantra.

**Send CVs in English to xiaoling.deng@gmail.com
with mail subject 'Application ICPN x IntraMirror'**