

PERSONAL STATEMENT

Results-driven Business Development Manager with 7 years of experience at a Taiwanese trading company sourcing cosmetic packaging from China for clients in Germany, the EU, and the US. Skilled in driving revenue growth, managing strategic client relationships, and optimizing market strategies to expand global presence. Fluent in German, English, and advanced conversational Mandarin (B2/C1). Eager to apply cross-cultural and analytical skills in a business development role in Germany.

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

08/2019 — present

Beauty Mark Ltd., Taipei, Taiwan

- Lead key client relationships and negotiate large-scale deals, including a \$1M+ multi-year contract, by identifying opportunities and tailoring strategic offers.
- Supported double-digit revenue growth through strategic partnerships and key account development.
- Represent the company at trade shows across Europe and Asia, drive client meetings, trend scouting, and network expansion.
- Work closely with cross-functional teams (marketing, R&D, and project management) to co-develop product concepts, pricing strategies, and go-to-market plans.
- Collaborated with senior leadership to align business goals with client demand, market trends, and internal capabilities.

REGULATORY AFFAIRS SPECIALIST

08/2018 — 08/2019

Beauty Mark Ltd., Taipei, Taiwan

- Ensured compliance with EU/US standards (e.g. EMA, FDA) across multiple product categories.
- Conducted factory inspections in Shenzhen, communicating in Chinese with factory owners to review production processes.
- Maintained documentation and monitored regulatory adherence throughout the supply chain.

PROJECT MANAGMENT ASSISTANT

08/2017 — 08/2018

Dawningwoods GmbH, Frankfurt am Main, Germany

- Translated business documents and facilitated communication between Chinese investors and German stakeholders.
- Coordinated progress of real estate deals, monitoring timelines and deliverables to support successful investment outcomes.

FRONT DESK AGENT

08/2012 — 08/2013

Georgian Court Hotel, Vancouver, Canada




- Gained early international experience in customer service and daily operations within a multicultural hotel environment.

PIERRE MEYER

BUSINESS DEVELOPMENT  
MANAGER



PERSONAL DETAILS

 05.08.1992  
 pierremeyer@outlook.de  
 +886902454820

LANGUAGES

German  
English  
Chinese

SKILLS

MS Office Suite  
Microsoft Teams  
Stakeholder Engagement  
Presentation Development

BLOCKCHAIN

DeFi Platform Beta Testing  
Blockchain Analysis Tools