



“BUSINESS DEVELOPER AND ACCOUNT MANAGER” FOR BANGKOK CENTDEGRES OFFICE

WHO ARE WE?

centdegrés is a creative agency, established over 30 years ago, today present in Paris, Shanghai, Beijing, Guangzhou, Shenzhen, Ho Chi Minh City, Hong Kong, Dubai, Sao Paolo, Casablanca and Geneva, which strives at building and developing outstanding brands. The spirit of the founding and management team embodies the agency: passionate people loving brands, always combining creativity to strategic vision.

centdegrés Thailand has established its office almost 2 years ago in Bangkok and we are looking to hire a BUSINESS DEVELOPER / ACCOUNT MANAGER to grow the business. A great entrepreneurial opportunity to join a dynamic and creative growing International company!

Expertise in Global Design: Strategic Planning, Graphic and Packaging Design, Product Design, Retail and Architecture Design, Communication and Digital Activations.

<http://centdegres.com>

ROLE AND RESPONSABILITIES - JOB DESCRIPTION FOR CENTDEGRES THAILAND:

→To daily co-work with centdegrés Thailand General Manager

→To coordinate creative teams based in Asia

- **BUSINESS DEVELOPER:** to define commercial roadmap:
 - To present the agency, credentials, culture and vision
 - To understand Asian market in order to identify prospects and future clients
 - To initiate contact with prospects, to book appointments
 - Establish and manage business development follow-up tools (prospect database)
 - To prepare budget proposals, to follow up prospection
 - To daily report all actions to General Manager
- **ACCOUNT MANAGER:** to be a key contact person and coordinator for local projects:
 - To prepare and follow up administrative work (contracts, invoice)
 - To coordinate design project between client and agency (briefing and debriefing, oral and written)
 - To meet client to present design work
 - To propose

SKILL REQUIREMENTS:

- Prior experience:
 - 2 minimum of experience in either
 - International marketing oriented organizations
 - Consultancy or design agency
 - Entrepreneurial ventures
 - Background in design or cosmetics or wine/spirit/ food is a plus
- Skills: we will be especially mindful of demonstrated examples of
 - Proactivity,
 - Leadership,
 - Drive,
 - Positive mind, opened to new challenge and relationship with creative people
 - Problem solving as well as structured and analytical mindsets
- Language skills : fluent Thai, fluent English, French is a plus

HOW TO APPLY:

Please send your CV in English to: k.luu@centdegres.cn