



<https://intscanada.com/job/business-development-specialist-mandarin-speaker/>

## INTS CONSULTING - Business Development Specialist – Mandarin Speaker

**Hiring organization**  
INTS Consulting (INTS CONSULTING)

### **Description** **About Fantuan:**

Fantuan was founded in Vancouver, Canada in 2014. With the mission of “life made easier,” we are now the largest Asian food service platform in North America. Our goal is to provide a one-stop platform connecting people and their local communities. In addition to food delivery services, our business also includes advertising and promotion, online shopping malls, self-pickup, and other online services. We invite you to explore how Fantuan can help you advance your career and fulfill your goals.

**Date posted**  
2023-07-14

### **Responsibilities:**

- Formulate marketing strategies and complete strategic goals based on the development needs of the platform.
- Develop promotional plans to increase brand awareness.
- Build relationships with target groups, including schools, professional associations, and other potential partners.
- Understand customer needs and carry out marketing activities.
- Actively expand business partners and maintain relations with existing partners.
- Achieve the monthly sales and order number targets.
- Formulate user manual to help customers register, install and use company products.
- Organize Offline promotion of company products
- Travel to, visit, and conduct sales activities with customers.

### **Preferred Qualifications & Requirements:**

- Have strong interpersonal, communication skills and strong logical thinking skills. Be passionate about the service industry.
- Candidates with experience in the catering market, publicity and marketing, and the food delivery industry are preferred.
- Have strong learning ability, adaptability, innovative ability, execution ability, and ability to withstand stress.
- Be creative, responsible, and good at teamwork.



Flexible Language Requirement:

- French not required

Schedule:

- Monday to Friday

Supplemental pay types:

- Bonus pay

Ability to commute/relocate:

- North York, ON M2J 4V6: reliably commute or plan to relocate before starting work (required)

Experience:

- B2B sales: 1 year (required)

Language:

- Mandarin (required)

Licence/Certification:

- Driving Licence (required)

Work Location: In person