

## Business Development Director, South East Asia - Telecom Vertical

- **Regional Leadership and Strategic and Operational Business Development Focus**
- **Telecom Service Providers and Technology Providers Focus**

- **Based in Klang Valley, Malaysia**
- **Competitive Annual Cash Compensation + Bonus + Benefits**

ERLMS Limited is a professional management consulting firm specialising in providing Organisational & Human Resource Management Consulting, IT System Development & Solution and Executive Search services to companies worldwide.

**Our client, one of the world's largest technology and engineering companies, is seeking a Business Development Director to oversee and lead all strategic and operational business development activities for the organisation's Telecom Vertical business in South East Asia.**

### **Reporting to the Vice President Sales Asia Energy Systems, your primary responsibilities include:**

- Assume overall leadership responsibility for all strategic and operational business planning and development activities within the Telecom Vertical business in South East Asia.
- Responsible for organising and directing sales and business strategies and activities to achieve company's targeted sales, and business and market penetration/participation goals for 7 countries in the region.
- Responsible for overall strategy, planning and execution of the business plans related to the Telecom Vertical business for the region.
- Prepare and deliver the Telecom Vertical sales budgets, reports and forecasts for the region.
- Identify the critical success factors and "Go to market" entities for successful participation in the Telecom Vertical for current and future solutions.
- Develop business proposition in the vertical and drive efforts towards delivering the proposition to targeted customers; influencing customers and working closely and in partnerships with customers.
- Build the "Go to Market" capabilities for the Telecom Vertical by developing strong partner relationships with the telecom service providers and technology providers (business partners, key influencers and facilitators within the Telecom Vertical) in the region.
- Develop and establish strong relationship with key customers; including supporting and influencing customers.
- Responsible for qualifying leads, and developing and managing the sales funnel of the region.
- Collaborate with relevant support teams to win key projects for the company within the Telecom Vertical.
- Promote the Total Solution Proposition and Marketing programmes targeted at the Telecom customers by working with relevant functional groups within the organisation in the region.
- Provide market intelligence related to the Telecom Vertical and initiate actions around new products, marketing programmes, and partner activities.
- Work with other sales-support and functional groups in the region to ensure the best-in-class service delivery systems to meet customer's expectations.
- Identify and network with potential alliance vendors and relevant industry associations and regulatory bodies for better understanding and effective coverage of the vertical business of the organisation.

### **KEY SKILL AND ATTRIBUTE REQUIREMENTS**

- Successful sales and business development track record within Telecom key accounts management.
- Preferred technical background and exposure.
- Excellent communication and presentation skills.
- Proven leadership skills, problem solving skills and good at conflict management.
- Self driven, results oriented and a team player.
- Excellent business ethics and integrity.
- Strategic perspective along with the ability to focus on operational details and processes.
- Asian country working experience is a definite plus.
- Excellent written and spoken English language.

### **WORK EXPERIENCE AND QUALIFICATION**

- Degree in Electrical/Electronic/Mechanical/Industrial Engineering or its equivalent. Preferably a MBA holder.
- A minimum of 15 years' working experience; of which 8-10 years experience preferably in Telecom/adjacent verticals
- Working experience gained from within multinational environments with core competence in General Management, Business Development and/or Sales & Marketing management.

**This is an exceptional opportunity to be part of a fast growing multi-national organisation with significant presence in the Asia Pacific region. Senior and qualified Malaysians who are currently working in Malaysia or away from home are most encouraged to apply.**

**The Hiring Company would like to have someone on board as soon as possible. Interested candidates, please send in your application immediately.**

**To apply, please email your detailed resume to ERLMS Limited on [executivesearch@erlms.com](mailto:executivesearch@erlms.com). Please also indicate in the resume your current and expected salary packages, a MUST.**

# ERLMS Limited

Management Consulting & Services

All information collected is solely for recruitment purpose and will be treated in the strictest confidence.