



EGP

Business Development Executive/ Manager

Electrical/Electronic Engineering (Engineering)

Full time

SGD 3,800 - 5,500

Job Summary

The incumbent will need to create development plans for the organization to obtain better brand recognition and financial growth.

Job Responsibilities:

- Plan and develop business development strategies which aligned to the Company goals
- Gather and use market and segment intelligence on customers, competitors, and significant factors affecting markets to influence short- and long-term business objectives and to support decision-making

- Build and maintain strong relationships with customers to ensure ongoing customer satisfaction including acquiring, developing, and retaining new customer
- Risks review of the potential of new businesses within the renewable energy sector /Electrical Engineering
- Follow up leads & organize site visits
- Prepare and present the proposal to prospects and clients
- Coordination with Tender team to manage proposal response process (including preparation of detailed tender and bid requirements)
- Engage and liaise with other relevant functional support teams may be required to support the delivery of the marketing plan

Job Requirement:

- A good degree in Engineering (Electrical/ Electronic or Electrical Power or Clean Energy) or equivalent
- At least 3 years of business development/ marketing/ sales experience in the renewable energy/ Electrical Engineering sector or related field
- Candidates who are familiar with eco-efficient power distribution equipments / devices (1kV – 22kV Ring Main Unit/ GIS/ Transformer) would be an added advantage
- Preferably with strong knowledge in ester oil transformer and non-SF6 gas GIS
- Great interest and passion in the renewable energy and energy industry
- A charismatic leader with good organizational and coordination abilities, and good interpersonal skills
- Self-motivated and a good team player who can take the lead in the assigned portfolio and support other colleagues in their respective work streams
- Strong communication, negotiation, and presentation skills
- Able to communicate in both English and Mandarin to liaise with overseas counterparts
- Willing to travel when required