

## **Business Development Specialist**

### **Summary of Role**

Responsible for initiating AIE's entry into the South East Asian market by developing and pursuing business opportunities throughout the South East Asia (SEA) region, for the purpose of promoting and marketing AIE to major oil and gas and national oil companies. Manage bid activity from expression of interest and pre-qualification through invitation to tender, bid clarification process, bid submission and contract award. Overall object is to facilitate AIE's entry into the SEA market, increase the customer base by winning work in this new region for AIE, generate revenue and meet annual sales targets.

### **Responsibilities/Duties**

- Leverage contacts to create opportunities for new business in the SEA region and other areas as required, focusing efforts to obtain new work and generate new enquiries.
- Manage the sales and business development process and pipeline for new business to make sure annual sales targets are met. Foster and develop positive customer relationships and understand customer needs to assist in developing AIE solutions to meet these needs, providing new opportunities for AIE.
- Manage pre-qualification process for AIE to ensure that AIE becomes pre-qualified for potential future customers and then retains pre-qualification status. Ensure AIE is always in a position to bid for new work in the integrity management, corrosion, inspection, pipeline management and other relevant lines of business.
- Present technical capabilities of AIE to prospective customers in a sales environment.
- Develop a structured system of analyzing and identifying opportunities in each business region.
- Prepare monthly reporting to management team on opportunities for each region communicating the progress of each opportunity, likelihood of opportunity materializing, likelihood of AIE winning the work and expected value of work.
- Manage existing Agency relationships and develop new Agency relationships and agreements as required. Evaluate other potential business models such as subsidiary company or branch office for AIE activities.
- Manage and respond to expressions of interest. Screen enquiries considering risk, suitability to AIE's line of expertise, commercial benefits/profitability, client expectations and AIE needs.

- Interact with principal engineers during contract execution to maintain relationship with customer to maximize potential for generating further work orders/additional work with existing customers.
- Provide details to management team on market information and trends to enable AIE to position itself for the future to maximum effect. Gather and analyse market intelligence for new projects/opportunities.

### **Skills/Qualifications**

- Degree qualified in a recognized engineering or science related discipline. Commercial or business qualification would be considered a benefit.
- Minimum 8 years' successful experience in a business development role in Malaysia and the SEA region with experience in the oil and gas services sector. Preferably also have grounded knowledge working as discipline engineer role within the industry prior to BD experience.
- Demonstrable experience and technical understanding of the integrity, inspection, corrosion and pipeline integrity services industry.
- Must have an excellent network of existing contacts throughout the oil and gas industry in the Malaysia and SEA region and exhibit excellent networking skills.
- Exceptional customer awareness and sales skills in the business development and marketing aspects of the oil and gas industry. Ability to market engineering services related to integrity management, inspection, corrosion and pipeline services to various oil and gas majors and national oil companies.
- Strong technical and commercial skills to be able to be able to present AIE in technical and commercial scenarios and deal with contractual and financial conditions in bids.
- Must possess proven and successful experience in delivery of high quality oral and written communications and be comfortable presenting to a large and knowledgeable audience.