



## **Business Development Director**

Client is one of the world's leading global Engineering and Construction service providers focused on engineered bulk material handling solutions for the power and mining industries. They provide a wide range of services from complete turnkey design/build responsibility on domestic and international multi-million dollar facilities to engineering-only and feasibility studies. It has completed over 4,000 large-scale projects worldwide. Their clientele consists industry leaders in the power & utilities, mining & minerals and oil & gas sectors.

### **Job Purpose**

□ A business development director works to improve an organization's market position and achieve financial growth. This person defines long-term organizational strategic goals, builds key customer relationships, identifies business opportunities, negotiates and closes business deals and maintains extensive knowledge of current market conditions.

### **Responsibilities**

□ Specific responsibilities for a director of business development may fall into several categories, including pursuing sales leads and prospective clients, delivering presentations and proposals, and negotiating and closing business deals; developing business plans that include marketing strategies; maintaining extensive knowledge of current market conditions and reporting this to key staff; and building and maintaining important client relationships.

### **Qualifications**

□ Qualifications for this position typically include a bachelor's degree (master's in business administration often preferred) and five to 10 years experience. Other qualifications may include knowledge of the specific industry, proven revenue generation, and strategy and management experience.

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## **Skills**

\* Mature, independent & teamwork, communicative, outgoing, problem solving,

\* Negotiation skill, leadership target oriented & well-adjusted

\* **Good communication in English & Bahasa Indonesia is a must (spoken & written)**

\* Computer literate: windows application (Word, Excel, PowerPoint, etc) & internet

Location of Work : Jakarta

Contract or Full-Time: Full-Time

Salary range : USD\$ 7,300 USD14,000 per/month

Gender : Male & Female

Age Criteria : 37 to 43years

**Interested candidates are invited to submit your latest updated resume stating your availability of employment, current, achievements and expected salary to Mr. Frans Hollander at email [frans@collincrawford.com](mailto:frans@collincrawford.com).**