

Manager, Project Business Development

Responsibilities:

- Explore, identify and evaluate new business ventures and opportunities in order to recommend and pursue such ventures to meet PR1MA's targets and KPIs.
- Formulate of conceptual plan, meeting PR1MA and local authorities' requirements.
- Recommend suitable business model and preparation of Board Papers.
- Build relationships and alliances with key strategic stakeholders (e.g., contractors, suppliers, industry players, federal and local government authorities, agencies) to enable the building and exploration of business ventures.
- Perform negotiations on key terms, conditions, pricing, etc., with relevant parties for the acquisition of identified organisation/projects/ land for the development or to establish joint-ventures/ collaboration.
- Review financial cash flows in anticipation of project commencement.
- Conduct preliminary due diligence on developer's background and land condition.
- Ensure marketability of proposed projects via market study, SWOT and address any risk factors that may be highlighted.

Requirements:

- Bachelor's Degree in Business Administration/ Finance/ Accounting or equivalent.
- Post graduate business qualifications – MBA.
- Minimum 8 -10 years relevant working experience/skills.
- Excellent problem-solving skills. Strong analytical and communication skills. Detailed oriented with good logistical, and negotiation skills
- Understanding the property development & construction industry.
- Experience in capturing customer requirements for property development projects.
- Experience in interacting with technical team to ensure requirements are clear.
- Experience in drafting business requirement specification.
- Proven achievement in prior employment.