



Business Development Manager, Malaysia

If you wish to apply please email your CV and covering letter to:
recruitment@rjm-international.com



Working Hours

Mon-Fri



Salary

Competitive



Location

Kuala Lumpur, Malaysia



Contract Type

Full Time, Permanent

Why work with RJM?

RJM International is an award winning and industry leading provider of combustion improvement and emissions reduction solutions, for coal, oil, gas, biomass and waste fired thermal plant.

RJM's twin-track approach is to support Power Sectors existing assets which have decades of operating life remaining, by reducing their emissions and carbon footprint and also to support the biomass and Energy from Waste sector to improve reliability and performance.

We are actively working with our customers in their efforts to reduce their carbon footprint, whether that is by improving efficiency, fuel switching such as from coal to gas or biomass co-firing / conversion. Our projects require bespoke solutions which demand technical and commercial creativity in order to meet our customers' needs. Over the years we have won many awards for innovation including "The Queen's Award for Enterprise: Innovation".

RJM works across several sectors, from utility generators to industrial energy users. We work on all types of plant and boilers from 1,000MWe power units to smaller industrial boilers. Our knowledge base covers all types of fuels and all firing systems.

Since 2000, RJM International has been head-quartered in the UK, and today operates active subsidiaries in Singapore, Malaysia and the USA, together with a network of sales representatives across the globe.

We are expanding our activities in the Asia-Pacific market by opening a new office in Malaysia to support the activities in country, where there is a growing demand for RJM's innovative combustion solutions. We are now actively working on projects in Hong Kong, Malaysia, and Vietnam, while also developing new business in SE Asia and Australia.

RJM International has an exceptional and motivated team based in multiple locations around the globe and brings to the market a truly innovative suite of services and technologies, backed up by a list of strong references. Combine this with an aggressive global business development strategy, and the potential company growth is truly exciting.

About the Job

RJM is seeking a driven and ambitious energy professional, with a proactive and entrepreneurial nature, to take on the responsibility of developing the RJM business and securing sales across the APAC region. It is vital that the successful candidate has 10 years of experience in the Utility/Power Sector and has good contacts.

The Business Development Manager shall not only focus on developing and executing a strategic business development plan, spanning multiple diverse markets, but shall also take on a broad, dynamic, and exciting role, with responsibilities spanning all aspects of company operations, supporting the ambitious growth plans for this regional subsidiary.

The successful applicant will have the opportunity to source, secure, oversee, and work on projects across the Asia-Pacific region, each with unique challenges and objectives.

The Business Development Manager for Asia-Pacific will participate in the regular RJM Sales Update Meetings on Teams and will liaise closely with the Business Development team based in the UK.

The successful candidate may be required to spend some time in the UK office to become familiar with RJM's products and services.

The Business Development Manager will report to RJM's Managing Director based in the UK.

Specific Responsibilities

- Identify, research, develop, and implement growth strategies.
- Develop and execute sales strategies for numerous markets.
- Develop leads and drive sales across the region.
- Manage and grow regional agent network.
- Monitor and evaluate competitors.
- Produce, review, and approve technical and commercial proposals.
- Identify and evaluate commercial opportunities based on client issues or objectives – matching products and services with customer needs.
- Identify and research market opportunities in new or existing markets.
- Attend conferences; network/present/speak.
- Oversee and support projects (budgets, schedule, quality, risk).
- Manage stakeholders (internal and external).
- Direct involvement in project work – management, engineering, administration.
- Site-based engineering work such as survey, testing, installation, and commissioning.

Knowledge, Skills and Educational Requirements

- Significant field experience in industrial and utility thermal fired plant.
- Technical knowledge and experience of combustion and emissions technology and systems and related processes.
- Must have a deep understanding of the ASEAN / APAC power generation industry.
- Excellent knowledge of ASEAN / APAC markets and cultures.
- Must have extensive sales experience with strong customer communication and relationship building skills.
- Proactive and entrepreneurial nature with strong work ethic.
- Strong computer skills including demonstrated experience in the use of Microsoft tools.
- Strong planning and organisational skills with demonstrated ability to manage details.
- Ability to interface at all levels of the organisation and develop strong client relations.
- Excellent communication and interpersonal skills.

Required:

- Bachelor's degree in Mechanical, Chemical, Power, Energy Engineering or equivalent.
- 10+ years of relevant work experience.
- 5+ years of sales or business development experience in the APAC region.

Desirable:

- Existing network of professional contacts across the APAC power generation industry.
- Ideally 5+ years' experience in the ASEAN / APAC power generation industry.
- Ideally experience growing a small company/BU/team.
- Additional language skills.

If this role is of interest, but you do not meet all the criteria, please still get in contact. We would be interested to see what you can offer.

Benefits

- A competitive benefits package

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