

Business Development Executive – Operations & Maintenance

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Company: Egis

Location: Indonesia

Category: other-general

General information

Organisation

Egis is an international player active in the consulting, construction engineering and mobility service sectors.

We design and operate intelligent infrastructure and buildings capable of responding to the climate emergency and helping to achieve more balanced, sustainable and resilient territorial development.

With operations in countries, Egis places the expertise of its 18, employees at the disposal of its clients and develops cutting-edge innovation accessible to all projects.

Improving people's quality of life and supporting communities in their social and economic development, whilst drastically reducing carbon emissions and achieving vital net zero targets, that's our purpose.

Reference

Position description

Job title

Business Development Executive Operations & Maintenance

Contract type

Permanent contract

Business Line specific context

As a Business Developer, you will play a vital role in identifying, evaluating, and pursuing

Operations and Maintenance O&M opportunities in the transportation infrastructure sector, focusing on roads, rail, airports, and mobility services / Intelligent Transport Systems. Your responsibilities will span market analysis, client engagement, project development (including in some cases bid preparation), and contributing to the growth of this particular segment of Egis business throughout Asia with a focus in Indonesia.

The role is to support the business line Operations and Maintenance (O&M) to develop business opportunities including bid preparation.

Lead and support initiatives and the development of new markets/business with special emphasis on projects in Operations and Maintenance (O&M)

Job description

Strategy

Develop new strategic business opportunities, lead and support major strategic projects.

Coordinate internally with the involved functions in the Region and Service Lines of the BL Egis regional and global pool of Operation and Maintenance O&M expertise

Compiling and sharing industry intelligence. Conduct in-depth market research to identify trends, opportunities, and potential risks in the relevant market segments (roads, rail, airport, mobility services)sectors across Asia.

Research and develop market intelligence (country, niche markets,) and Develop country strategies and potential market development and entry strategies in line with Egis capabilities and objectives in Asia.

Commercial / Industry, Clients & Partners engagement

Be responsible for the O&M order intake in Indonesia and possibly other Asean countries[EM1]

Implementation of Go-To-Market strategy and development of project opportunities

Build and maintain strong relationships with key stakeholders, including government agencies, private investors, industry partners, existing and prospective clients.

Collaborate with existing and prospective clients to understand their needs and tailor solutions that align with Egis capabilities.

Capacity to build and negotiate balanced partnerships before large bids (JV agreement or

similar commercial documents).

Managing the Business Development, Marketing, Bid and Sales Process (Go/No Go, Bid/No Bid) ensuring effective, efficient, and stringent adherence.

Ensure the Consolidation of project pipeline (Commercial Plan, Order Intake) management and planning (Strategy, Budget, Forecast)

Bid cost budget coordination and agreement on targets for regional Service Line (Order Intake, Marketing & Bid Cost)

Prepare dashboard and KPIs data to the reporting process and sharing process

Bids

Managing the Business Development, Marketing, Bid and Sales Process (Go/No Go, Bid/No Bid) ensuring effective, efficient, and stringent adherence using applicable Egis tools (e.g. CRM).

Bid cost budget management for opportunities under development in coordination with all contributors (Egis internal resources, external advisors and partners).

Lead and Manage the Bid team and related processes (Go/No Go, Bid No Bid, bid production/pricing)

Develop and implement Gate Review Process for the marketing, sales & bid process in cooperation with the SYS Head of Bids

Manage the Postmortem Process and develop lessons learnt

Communications

Coordinate with the global and regional Communications/Marketing team as and when required in Asia region

Visual identity & branding

Support the production of communications materials

Organise Egis participation at conference and industry events, including the delivery of presentations and/or participations to pan

Profile

Bachelor degree in Engineering or business related discipline.

Typically 5 10 years prior work experience.

Successful experience of the O&M projects domain Operations & Maintenance (and/or concessions/PPP) projects. Understanding of business levers and added value.

Having knowledge of engineering infrastructure sectors such as airports, railway, toll roads or similar (tolling, ITS).

Background of working in positions such as business development, maintenance management or project management for maintenance infrastructure projects under operation.

Demonstrates excellent communication and commercial drive. Understand finely clients expectations and be in a sale behavior.

Negotiation skills.

Good/proficient English is a must, ideally also fluent in Bahasa

Position location

Job location

Asia, Indonesia

City

Jakarta

Candidate criteria

Minimum level of education required

6-Engineers degree

Minimum level of experience required

6-10 years

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