



<b>Job title</b>	Business Development and Expansion Division Manager – INSEE ECOCYCLE
<b>Reports to</b>	Department Manager

#### **Responsibilities**

- Manage overall project execution, new initiative which contribute to business performance
- Conduct overall market study relating to environmental and waste management – (Commercial focus)
- Identify business opportunities, business model related to environmental and waste management including new technology, new market, joint venture and merger acquisition options
- Identify business improvement area focusing on commercial aspects through process, system and customer contact points
- Support Marketing & Sales in providing new solution to customers
- Perform other related duties as assigned

#### **Requirements**

- Bachelor or Master Degree of Accounting
- Bachelor and/or Master Degree in Business Administration, Chemical Engineer or related field
- Minimum 3 years specific knowledge of services in Business Development and Expansion
- Preferred experience in implementing project management approach – business cases
- Environmental/waste management practice –e.g. Waste water treatment, waste recovery, extraction, etc.
- Good Sensing Business, Problem Solving skills, Negotiation skills and Customer focused
- Excellent command of English & Computer skills
- Driving license and be able to travel up-country time to time

<b>Approved by:</b>	JB Hired (on behalf of CEO)
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