

<b>Job Position: Manager – Business Development</b>	
<b>Reporting to: Senior Director – Business Development</b>	
<b>Position Purpose</b>	
To support the Director in the deal origination process, lead the relationship with relevant conferences and exhibitions, provide research and reports on various opportunities/markets and manage the corporate communications and marketing materials.	
<b>Key Responsibilities</b>	
<b>Business Development</b>	
<ul style="list-style-type: none"> <li>• Origination of power projects (all technologies)</li> <li>• Develop strong relationship with potential partners/clients (Ministries of Energy / Utilities / developers etc.)</li> <li>• Liaise with Business Development Consultants</li> <li>• Research and produce reports on various opportunities/markets</li> </ul>	
<b>Marketing and Communications</b>	
<ul style="list-style-type: none"> <li>• Create marketing materials</li> <li>• Update the website</li> <li>• Liaise with external communication/marketing companies</li> <li>• Liaise with media for press releases</li> </ul>	
<b>Conferences/Exhibitions</b>	
<ul style="list-style-type: none"> <li>• Manage relationships with key conferences and exhibitions</li> <li>• Ensure successful sponsorship (pre, during and post conference and exhibition)</li> <li>• Organise key meetings during conferences</li> </ul>	
<b>Additional</b>	
<ul style="list-style-type: none"> <li>• Support company-wide on relevant country information as and when requested</li> <li>• Seek opportunities for AMEA Power employees to be part of prestigious power related event e.g. keynote speakers</li> </ul>	

<b>Person Specification</b>	
<b>Experience Requirements</b>	<ul style="list-style-type: none"> <li>• Minimum of 5 years’ experience in a corporate environment</li> <li>• Minimum of 3 years originating projects in emerging countries</li> <li>• Familiar with extensive travel Strong presentation track record of inspections and audits</li> <li>• Effective communicator both orally and in writing</li> <li>• Ability to negotiate, persuade and influence stakeholders to gain support at all levels</li> </ul>

	<ul style="list-style-type: none"> <li>• Ability to interpret, extract and analyses QHSE data accurately in order to identifying issues and presenting potential solutions</li> <li>• Minimum 5 years' experience within a similar role</li> </ul>
<p><b>Education Requirements</b></p>	<ul style="list-style-type: none"> <li>• Undergraduate degree in a business related subject (Finance, Economics, Business Studies)</li> <li>• Post-graduate qualification in a business related subject or a Master's in Business Administration</li> <li>• Professional certification</li> </ul>
<p><b>Required Role Related/Technical Skills</b></p>	<ul style="list-style-type: none"> <li>• Microsoft Office Suite – Intermediate</li> <li>• Written communication – Expert</li> <li>• Oral communication – Expert</li> <li>• Networking – Expert</li> <li>• Event Management – Expert</li> </ul>
<p><b>Interpersonal/ Behavioural Skills</b></p>	<ul style="list-style-type: none"> <li>• Negotiation</li> <li>• Planning and organization</li> <li>• Results driven</li> <li>• Impact and influencing</li> <li>• Resilience</li> </ul>