



MANAGER – BUSINESS DEVELOPMENT

About MEASAT

MEASAT is a premium supplier of satellite communication services to Asia's leading broadcasters, DTH platforms and telecom operators. Operating four communications satellites, the MEASAT fleet is able to provide satellite capacity to over 145 countries representing 80% of the world's population across Asia Pacific, Middle East, Africa, Europe and Australia. With the state of art MEASAT-3 and MEASAT-3a satellites co-located at the Company's key orbital slot of 91.5°E, the MEASAT fleet has a total of 100 transponders across four satellites.

Leveraging facilities at the MEASAT Teleport and Broadcast Centre, and working with a select group of world-class partners, MEASAT also provides a complete range of broadcast and telecommunications services including 3D, high definition and standard definition video playout, video turnaround, co-location, uplinking and IP termination services.

For more information, please visit www.measat.com.

Responsibilities:

The Manager, Business Development is responsible for working with the Senior Managers, Business Development and the Senior Vice President, Space Systems Development to identify long term business development opportunities, working with relevant documents / groups to validate and develop the opportunity and after Board Approval to oversee its execution. Other responsibilities also include:

1. Identify and developing longer term opportunities to grow the business
 - Working with management team to identify and prioritize key long term business development opportunities
 - Working closely with Space Systems Development to identify the technical issues / requirements / constraints for each opportunity
 - Working with legal and Corporate Finance to develop and analyze business case to support the opportunity, optimal structuring options and agreements to guide opportunity
 - Support Senior Manager, Business Development and Special Projects in negotiating opportunities and reaching an agreement with partners
2. Overseeing the execution of projects
 - Developing a work plan for entire project execution including key milestones / timelines
 - Coordinating execution of programs across the MEASAT team to ensure all milestones are successfully met in a timely manner
 - Overseeing and providing support to partners as required
 - Building and maintaining a good relationship with key people in partners (including key decision makers)
 - Identifying and addressing key issues throughout the process
3. Provide ad-hoc support to supervisor as requested



Requirements:

- Posses a good degree in Electrical / Electronics Engineering; Finance or Economics; an MBA will be an added advantage
- An ambitious self-starter, able to work independently under minimal supervision
- At least 5 – 8 years of relevant working experience, with a track record in (i) project management; and (ii) business development
- Experience with MNC or cross border projects a significant advantage
- A strategic thinker with good project management and presentation skills
- An excellent communication skills with strong command of verbal and written English
- Willing to travel

Interested candidates are invited to forward their applications to recruitment@measat.com. We regret that only short-listed candidates will be notified.