

**Vinci Energies Indonesia**, one of the foremost providers of engineering and contracting services, has been active in Indonesia for more than 50 years. The company has been operating under the name of PT Indokomas Buana Perkasa since 1984. To support our operations, we are currently looking for a:

## **Business Development Manager – Industry**

### **Job Description:**

- Create, maintain and expand contacts with potential clients in the Industrial sector (Fast Moving Consumer Good, Pharmaceutical, Food & Beverage, etc.)
- Identify contracting project opportunities for electrical and mechanical works (electrical systems, instrumentation and automation systems, HVAC, industrial mechanical utilities) to be executed for industrial clients.
- Prepare preliminary risk assessment in accordance with company procedures, obtain request for quotation from clients.
- Monitor offer submission, clarification and evaluation process.
- Provide feedback to company regarding progress of offers and likely successes, and win / loss analysis.
- Maintain contacts with clients throughout project implementation, reporting on relevant information.
- Assist in budget preparation and monthly reporting forecasting.

### **Requirements:**

- Candidate must possess at least a Bachelor's Degree in Electrical or Mechanical Engineering, Physics or equivalent.
- Required language(s): English and Bahasa Indonesia.
- Proven strong knowledge of the industrial market sector in Indonesia (clients, engineering companies, contractors, suppliers).
- Minimum five (5) years' experience as Business Developer in industrial sector companies.
- Client focused with strong relationship development capabilities.
- Experienced in negotiation.

If you think you are suitable for the above-mentioned qualifications, please send your CV and please quote the position code on the subject within two weeks from the date of advertisement to:

[hrd.indokomas@vinci-energies.com](mailto:hrd.indokomas@vinci-energies.com)

Only short-listed candidates will be notified.