

Position: Industry Manager – Technology, Media & Telecommunications (Business Development)
Organisation: PwC
Location: Singapore

Company Summary

At PwC, our purpose is to build trust in society and solve important problems. We're a network of firms in 157 countries with more than 228,000 people who are committed to delivering quality in assurance, advisory and tax services. Find out more and tell us what matters to you by visiting us at www.pwc.com.

Responsibilities

- Primary focus is on Technology Sector and supporting overall TMT industry leader in covering TMT go to market strategy
- Work with the TMT leader to develop and update the firmwide business plan and strategy for TMT
- Work with others in the Business Development team to drive the development of account infrastructure across TMT accounts (e/g/ Customer Relationship Management, Cross Line of Service account teams, account plans)
- Support subject matter experts and others in connecting with key TMT clients (e.g. through working with them to develop talking points)
- Build an effective firm wide network that enables the role holder to bring the most appropriate expertise to bear on
- Understand industry trends / issues and individual clients' needs. Focus is on how develop grow revenue for PwC within the TMT sector
- Contribute to and drive the production of thought leadership publications as a tool for client conversations
- Coach partners and staff working on TMT clients on best practice pursuit/opportunity management
- Shares practice and experiences with others working in the Technology sector
- As part of the wider business development team, contribute to best practice, knowledge sharing and the coaching of other team members

Job Requirements

- Degree holder with at least 7 years work experience
- Understanding of the TMT industry, with focus on Technology Sector
- Understanding of effective account / relationship management / opportunity management processes
- Existing network of contacts that can be leveraged
- Familiar with local business practices and work culture in SG and the region
- Curiosity and hunger to learn – interest in building their understanding of the firm and its services, and in building their career in the region's – and the world's - largest professional services firm
- Outgoing personality with well-developed social and persuasive skills
- Flexible and adaptable
- Resilient and self-motivated
- Team player
- Fluent English (speaking, reading and writing)
- Understanding of professional services firms (either through experience of working in one or by being a client of one)

Application

To apply, please submit your detailed resume to **PwC career portal** at <https://krb-xjobs.brassring.com/TGWebHost/jobdetails.aspx?partnerid=30056&siteid=5939&AReq=18710BR>

Only shortlisted candidates will be contacted.