Position: Director, Business Development & Strategic Planning
Company: Emerson Process Management Asia Pacific Pte Ltd

Job Responsibilities

Summary – This position has a primary responsibility to lead the business development function towards creating primary demand through solution selling and proactive customers engagement. In partnership with the country and sales leaders, the incumbent has a critical role to identify, analyze, and communicate current business opportunities or issues impacting the Pressure Management business. In addition, this role plays a strategic role in developing Asia Pacific strategic growth plan and drive the execution of the strategic activities associated with the plan.

Business Development

1. Lead Business Development Managers in developing Industry Solutions to proactively deliver customer value messages and consult with problem solving:
   - Be the AP leader in Solution selling and drive continuous advancement of Solutions development
   - Lead and facilitate the BDMs and Sales Channels
   - Maintain and update AP Industry Solutions capabilities

2. Lead BU and country white-space analysis effort:
   - Review and analyze white-space opportunities
   - Identify and communicate opportunities to the BU and country organizations.
   - Support BU and Country in developing strategic action plans

Strategic Planning

3. Lead AP Market sizing, participation and survey efforts:
   - Analyze, review and summarize the participation by respective business and regions
   - Develop market intelligence for Asia Pacific market and competition database to support strategic decisions.
   - Periodic analysis of BU and Country business and performance trends.

4. Complete on-going projects as defined:
   - Potential acquisition analysis, study, and preparation as required;
   - Lead coordination, analysis, and completion of market analysis and/or competitive studies.
   - Regularly research and study economic trends and opportunities in the region
   - Projects to include but not limited to areas like economic analysis of appropriation requests, capital requests, and facility expansion/rationalization projects.

5. Coordinate and facilitate development and quarterly review of AP Strategic Plan:
   - Plan and schedule activities in preparation of AP Strategic Plan.
   - Periodic review and update of plan throughout the fiscal year.

6. Organize and prepare for AP business and planning meetings:
• Various internal business and operational review meetings (on-going).
• Quarterly BU Review Meetings
• Quarterly Communication Meetings
• Other special meetings as required.

7. Travel will be required from time to time and anticipated to be at least 30%.

Requirements:

• Degree in Business or Engineering with at least 8 years of relevant experience. Post-graduation MBA would be a distinct advantage;
• Strong technical and industry knowledge;
• Excellent interpersonal, influencing, facilitation, and communication skills;
• Effective presentation to internal/external customers;
• Good planning and priority management;
• Demonstrates business acumen and a proven ability to balance strategic thinking with practical implementation skills;
• Ability to manage tight deadlines;
• Excellent PowerPoint and Excel skills.

Application:

To apply, please submit your detailed resume to NBS Alumni Affairs at nbsalumnioffice@ntu.edu.sg

Only shortlisted applicants will be notified.