

<b>JOB TITLE</b>	International Business Development Manager
<b>LOCATION</b>	Houston, USA – with international travel
<b>EMPLOYMENT</b>	Permanent

#### DESCRIPTION OF FUNCTION

Our client provides integrated construction, procurement, & maintenance services for some of the world's top construction, mining and oil & gas companies. They are a fast-growing leader in providing remote site construction solutions, design services, building supply, and erection. Their reach extends all around the world with projects currently in Africa, Canada, US, Eurasia, and the Asia Pacific regions. They encourage and expect integrity, good communication, a focus on team wins, and a whatever-it-takes attitude from team members at every level.

The International Business Development position will manage business development projects, which includes finding new leads, developing proposals and communicating with clients.

#### JOB RESPONSIBILITIES & DUTIES

- Continuously calling and meeting with current, new, and potential clients to identify service areas of interest
- Networking within client, partner, and third-party organizations to identify specific key decision-makers, and ultimately development relationships with these people
- Truly investigating specific in-industry projects around the globe, and identifying for management the funding status, client organization, associated companies, and nuances of operating in the local environment
- Developing personal skills to chase decision-makers and opportunities with multiple contact strategies until results are achieved
- Investigate the economic conditions surrounding business activity such as industry trends and competition, with the goal being to present this clearly and consistently to management
- Conduct extensive market research prior to starting up business in a new area and continue gathering information throughout the life of the business
- Prepare a detailed plan to keep track of goals and objectives, and continually adapt this plan to other regions, which will consistently be presented to management
- Adopt a team approach; work with others in pursuing common goals
- Develop a situation analysis for the Company in new markets, including its strengths, weaknesses, opportunities and threats to assist in the development of a strategic plan for the future of the business
- Work confidently and continuously with existing clients to expand scope of service to include other core Company business activities or brand new service offering, with the understanding that significant cost analysis, resource analysis, and market profitability research will go into developing these new activities.

**CAPABILITY PROFILE; KNOWLEDGE, SKILLS AND EXPERIENCE**

**Qualifications –**

- University Diploma
- Experience living abroad
- Experience presenting to client-type organizations or people