

# VACANCY

**Position:** Business Development Manager - Asia  
**Business unit:** Business Development - Asia  
**Reporting to:** Deputy Head of Regional Business Development - Asia  
**Location:** Asia

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## Job Scope

Regional Business Development is responsible for the business development in HENSOLDT 's key markets in Asia and drives the regional strategy. The team is located in the Asian region and, as country experts has a profound knowledge about customers' needs & requirements as well as the procurement processes and local industry base in the target country.

Responsible for the conduct of all business development activities to assure a competitive market within the region with focus on HENSOLDT's key countries, as defined in the regional strategy.

Development of new business opportunities, secure Business Growth and Order Intake in line with the company's regional objectives.

Development of strategic partners in the region and develop a business partner network to represent HENSOLDT.

## Job Functions

- Responsible for the business development in the region
- Establish and maintain a stable, long-term, customer-focused network for business development, involving all relevant stakeholders
- Identify new potential opportunities in the Asian region and subsequently follow and mature them into planning relevant campaigns
- Joint responsibility with the divisions to achieve Order Intake targets according to annual Business Planning
- Contribute to the Development of and implement the Regional Strategy, priorities, and local footprint definition
- Responsibility to identify and manage (jointly with divisions) business partners/agents/resellers in accordance with the company's compliance process
- Coordinate and support the HENSOLDT group to ensure a streamlined process and a one-face-to-the-customer approach
- Contribute to the Development of Capture Plans and Win Strategy in alignment with the division, including support contract negotiations in live with the respective Product Sales
- Adhere to high ethical standards and compliance laws, ensuring the parent company policies and legal guidelines
- Build, communicate, and maintain trust relationships with internal and external stakeholders, business partners and government authorities (including customers and end users)
- Responsible for contributing to Business Intelligence in the region

## Requirements

- Completed degree in economics, engineering or comparable.
- Experience in working in multiple disciplinary teams in a complex business environment.
- Program and/or Project management experience appreciated.
- Extensive knowledge of customer relationship management and team leadership
- Strong will to close customer contracts.
- Being acquainted with the Asian business culture
- General understanding of the tendering process in the HENSOLDT key countries in particular in the area of defence
- English Fluent

## Overseas Employee Health & Safety Compliance

- The job holder will be expected to comply with any reasonable operational instruction or procedures relating to Company policies, reporting, and controls.
- It also places a duty on employees to cooperate with their employer so far as is necessary to enable their duties to be complied with including the appropriate use of personal protective equipment (PPE)
- Failure to comply with this duty may result in the Company invoking the disciplinary procedure

**Skills Matrix**

<b>Job Title/Employee</b>	<b>Business Development Manager</b>
<b>Skills</b>	
Negotiation	3
PC Skills	4
Presentation Skills	3
Organisational Skills	0
Time Management	2
External Communication	4
Internal Communication	4
Financial Acumen	3
Administrational Skills	3
Report Writing	2
Scheduling	1
Customer Relationship Management	3
Product Knowledge	2
Commercial Skills	4
Customer Knowledge	1
Competitor Knowledge	3
Problem Solving	1
Language Skills	4
Leadership	4
Delegation	3
Decision Making	3
Discipline	4

**Grading System:**

- 0 No knowledge**
- 1 General low level of competency**
- 2 Competent in some respects**
- 3 Competent in most respects**
- 4 Fully competent in all aspects**