

Miclyn Express Offshore (MEO) is a leading provider of service vessels to the expanding offshore oil and gas industry across South-East Asia, Australia and the Middle East. The company is headquartered in Singapore and has been operating through its predecessor entities since the 1970s. Due to expansion, we are an immediate opening for the following position:

Business Development Manager, ASEAN Region

Job Responsibilities

- Actively marketing vessels to ensure revenue targets are met and preferably exceeded
- Develop a pipeline of opportunities through engagement with customers, brokers, agents and other industry players
- Traveling the region to develop and foster client relationships, understand their requirements and uncover new opportunities for growth
- Submitting vessel investment proposals to the senior management team
- Taking an active role in managing tender submissions
- Following up with customers on offers that have been made
- Oversight of contracting process and internal approvals once business has been won, with support from the legal department and commercial support staff
- Management of commercial team members on a day to day basis, including mentoring and development of junior staff

Qualifications and Experience:

- Bachelor degree in Business related field
- About 10 years of relevant industry experience which includes general management and business development
- Strong understanding in the offshore vessel services industry
- Established contacts and network with customers and other industry players
- Proven track record of developing new business
- Strong Microsoft Office skills.

The Company offers dynamic working environment, it is a high paced business on growth path. The incumbent can expect an open and stimulating work culture. Plus we offer an attractive salary, performance bonus, coupled with insurance & medical benefits for the right candidate.

You are invited to send in your detailed resume to recruitment.sg@miclynexpressoffshore.com with information on current salary, expected salary and date of availability.