

## **BUSINESS DEVELOPMENT**

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This Position is required to drive NMB's business development activities at all levels. The personnel is also required project manage and give some support to current project teams. Headcount and position space cost have been included in budget.

- Revenue generation
- Gather and analyze company, local and global data to create new and innovative strategies for company's revenue generation
- Create a go-to-market strategy, launches and business engagement with potential partners and investors.
- Work closely with project teams to develop strong project activation and pivot TRs into Venture Builder if required.
- Communicate with industry on product requirements, specifications, and compliance.
- Work towards product positioning and development of promotional materials.
- Other assigned duties by management from time to time.

## **QUALIFICATION AND EDUCATION REQUIREMENTS**

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- Min 10 years working experience.
- Experience in marketing and commercialisation of technological materials/ products.
- Can demonstrate past history of closing deals.
- Have experience in some of the following: technology commercialisation, funding & industry development, policy advocacy and/or climate resilience programs.

## **ADDITIONAL SKILLS**

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- Able to present and communicate effectively with internal and external stakeholders.
- Experience in product market data collection and analysis
- Passionate about technology commercialization, funding & industry development, policy advocacy and/or climate resilience