

Responsibilities:

- Develop and implement strategic business development plans for NMB and the NMB Group of Companies to drive revenue growth, profitability and commercialisation outcomes.
- Identify, evaluate and pursue business opportunities that leverage NMB Group intellectual property, tangible assets, services, facilities and subsidiary capabilities.
- Build, negotiate and manage strategic partnerships with industry players, customers, investors, government agencies and relevant organisations to support venture creation and commercial growth.
- Design and execute sustainable business models for NMB subsidiaries so that each subsidiary contributes to Group-level strategic objectives and financial sustainability.
- Lead market research, market intelligence and opportunity analysis to identify commercially viable products, services, ventures and revenue models.
- Co-develop budgets, mid-term plans and long-term plans for NMB and relevant subsidiaries, with emphasis on growth, profitability and operational excellence.
- Engage MOSTI and other relevant ministries, agencies and ecosystem stakeholders to co-lead projects aligned with NMB's vision, mission and national technology commercialisation priorities.
- Provide leadership, direction and coaching to the Business Development team to ensure alignment with corporate objectives, delivery discipline and measurable commercial results.
- Foster innovation, entrepreneurial thinking and venture-building discipline across the organisation to support new product development, new business models and high-value commercial outcomes.
- Assume subsidiary, project or venture governance responsibilities when instructed and formally appointed by the CEO and Board, ensuring alignment between subsidiary objectives and NMB Group strategy.

Qualification and Requirement:

- Bachelor's or Master's degree in Business, Engineering, Science, Technology, Innovation Management, Commercialisation or a related field.
- Substantial experience in business development, venture building, technology commercialisation, strategic partnerships, sales strategy or corporate growth roles.
- Proven experience identifying, negotiating and closing complex deals, partnerships or commercialisation arrangements.
- Experience developing strategic plans, budgets and growth initiatives to achieve revenue and profitability targets.
- Experience in technology, innovation, intellectual property commercialisation, venture building, or the government-linked ecosystem is an advantage.
- Must possess a good command of spoken and written Malay and English.

Preferred Skills:

- Commercially driven with strong strategic thinking, market analysis and opportunity evaluation capabilities.
- Excellent stakeholder management, communication, networking and relationship-building skills across government, industry, customers, partners and investors.
- Strong negotiation and deal-structuring skills, including the ability to manage complex partnerships and venture-building arrangements.



- Strong leadership and team management skills with the ability to build, guide and motivate high-performing teams.
- Able to balance short-term revenue needs with longer-term strategic growth objectives and risk considerations.
- Familiar with Microsoft 365, SharePoint, Word, Excel and PowerPoint.