SENIOR Business development manager-GRiFOODTIALA PUR (mALAYSIA)

Austrade is seeking an experienced professional with strong client focus and established local networks/contacts to join our office which is located within the Australian High Commission in Kuala Lumpur.

Reporting to the Trade and Investment Commissioner Kuala Lumpur, the SBDM is the key business development role assisting Australian businesses in the Agriculture, Food & Consumer (AFC) sector in Malaysia & Brunei.

This position requires demonstrated track record of achieving results in a commercial environment and the ability to apply this experience to investment facilitation and trade promotion. You should have demonstrated experience in client relationship management encompassing client identification, relationship building and solution selling, as well as proven ability to identify and leverage business networks leading to the achievement of successful business

You should have high level communication skills and in particular ability to influence and negotiate agreement with multiple stakeholders, strategic and analytical skills, demonstrated high level project management skills and the ability to execute business plans within a team environment.

You should be able to exercise discretion and tact when handling sensitive and confidential matters. Well-developed time management skills and proven experience of working independently and in a team, exercising initiative and willing to work flexible hours would be well regarded.

Your duties include :-

* Implement Austrade strategies in Malaysia & Brunei in AFC sector by developing and managing relevant initiatives including missions and business-matching activities.
* Establish and maintain partnerships with Australian and Malaysian businesses and other stakeholders.
* Deliver high quality professional services to eligible Australian businesses including Austrade’s market-specific advice, connection, and support services.
* Undertake market research and analysis to identify market trends for existing and emerging business opportunities for Australian companies.
* Promote and represent Austrade’s interests at activities and initiatives as part of the Australian Government’s Southeast Asia Economic Strategy.
* Manage and deliver in-market programs to develop new business and win major business opportunities, monitoring milestones and outcomes.
* Actively apply Austrade business practices and maintain accuracy of information in all Austrade Business Systems to deliver accurate and timely reporting and effective relationship management.
* Contribute to knowledge creation within Austrade, by adopting information practices, sharing knowledge and information and by embracing best practice and development opportunities.
* Work collaboratively within the Austrade network to contribute to service delivery and achieve trade and investment outcomes and uphold the Australian Public Service (APS) Values, Employment Principles and Code of Conduct and Work Health & Safety (WHS) principles.

This is a locally-engaged position governed by Malaysian Labour Law and Austrade’s Overseas Engaged Employees Terms and Conditions of Employment. Candidates must be eligible to live and legally work in Malaysia at the time of appointment.

For further details and to apply, please head to our website for the Information Pack and complete the online application form at [Austrade - Senior Business Development Manager, Agrifood & Consumer](https://austradejobs.nga.net.au/cp/index.cfm?event=jobs.checkJobDetailsNewApplication&returnToEvent=jobs.listJobs&jobid=B34BCC3E-E8F1-7EA1-3594-DB5F7F4EF0CC&CurATC=INT&CurBID=8B5941B9%2DD67D%2D4B0C%2D933D%2D9DB401353EDE%3Fsrc%3Dquicklinks&JobListID=156C4D33%2D2ED9%2DCC44%2D7960%2D6D6FDDD6B97B&jobsListKey=414c8c84%2D4c9c%2D4783%2Db4c1%2Db3e13afb7632&persistVariables=CurATC,CurBID,JobListID,jobsListKey,JobID&lid=46239800060&rmuh=9B8987B9E56588AE28A4FCD1E5FD20D40AC4547F)

Only candidates who complete their application in Austrade’s online recruitment system will be considered.

Applications Close: **Sunday** **12 January 2025 at 11:30pm (Malaysia time)**