

Royal HaskoningDHV – Employer Value Proposition Business Development Manager FINAL

Purpose

In 2050 we will have welcomed two billion extra humans to our planet. We strongly believe everybody deserves an equal opportunity to lead a healthy, happy and prosperous life. Our ambition is to run a financially healthy business by putting our collective intelligence into practice with clients and partners to have a positive impact on people, our living environment and the economy. We are commercial savvy engineers, project managers and consultants who design smart cities, airports, ports, buildings and more; making them more environmental friendly and healthier. We reinvent industries; co-create clean energy and fresh water by using smart data and digitizing information flows and models and thus connecting the digital world with the physical world we live in. We drive inclusive sustainable development with our clients in areas that we master and can actively influence. Our purpose is to Enhance Society Together.

People

We've been around for more than 135 years. Our people are keen to positively change the future and leave a legacy. We are eager to innovate and co-create. Our networked organisation of smart entrepreneurs connects the best and brightest people in the world. The behaviours that we like to see and display are renewal, curiosity, recognition and trust. We treat each other with respect and we recognise each other for who we are and what we do. We value teamwork, ownership and empowerment. We are responsible for our own results. Every person is a source of inspiration, every person in our company has the possibility to make a difference, from designing new business models to creating scalable solutions that solve the world's most pressing issues. Together we create a future to be proud of.

Technology

More and more, we connect the digital with the real world in an accelerating pace. Working together with our clients and partners, we use data and algorithms to translate insights into foresights. Combined with our expertise we can help our clients to solve new challenges and prevent problems. Next to our focus on applying BIM to all our engineering projects, we experiment with and adopt new technologies such as generative design, artificial intelligence, virtual and augmented reality. We help our clients in their digital transformation and we support our clients' business with better and faster execution of their ambitions. With this we add value to society and we grow a financially healthy independent business.

Let's Enhance Society Together.

We currently have an open vacancy **Business Development Manager** work in the Advisory Group Industry & Buildings (I&B) Vietnam at the Ho Chi Minh office.

The successful applicants will be working in a very positive and professional environment. We offer on-the-job-training by international experts, good labor conditions and the possibility for inter-company rotation, if wished also outside Vietnam.

Role Responsibilities & Activities:

1. SCOPE:

The Business Development Manager (BDM) will work in the Advisory Group Industry & Buildings (I&B) Vietnam at the Ho Chi Minh office. You will be part of the APAC BD team.

The BDM will be responsible for the Business Development activities and results in the Area: Vietnam, Cambodia and Laos.

Within APAC region, the BDM will be assigned the regional lead for a Market or sub Market. You will work closely with the corresponding (global) Market BDM and the Regional Business Development Director (Regional BDD).

The BDM will be assigned one or more regional or global Accounts, preferably within the assigned Market or based on certain experience or personal network.

The BDM will support selected BD activities in the APAC region; e.g. specific Projects, Clients, Markets, Locations (Countries).

2. OBJECTIVE:

Primary objective of this job is to drive the I&B BD efforts required to meet the Sales (Added Value) and Profit targets of the Area.

The focus of the job will be on driving and further developing the local BD front and back office organization, developing existing and new markets, and developing existing and new key accounts, with the overall objective to increase sales and enhance the profile of Royal HaskoningDHV in the Area and the APAC region.

Focus will be on the following sectors:

2.1 INDUSTRIALS: particularly Food & Beverages, Consumer Goods, Pharmaceuticals, Nutrition & Health Care, Labs, Clean Rooms, Technology & Telecommunications, Data Centres, General Manufacturing & Distribution. Secondary: Chemicals, Chemicals & Biotech, Power, Oil & Gas, Energy, Resource Recovery, Mining & Resources.

2.2. REAL ESTATE: Niches within the Commercial Real Estate sector upon further market assessment and planning. Responsibilities:

- Leads the BD activities in the Area, incl. managing the efforts of the local BD team.
- Responsible for continuously generating sufficient opportunities required to meet the Sales (Added Value) and Profit targets for the Area.
- Responsible for the development of Business Development Plan for the Area and support of the strategy development for the Area.
- Support strategic development of the assigned (sub) Market, lead implementation of BD strategy for this Market
- Responsible for the management and development of the assigned (regional) Account(s)
- Responsible for maintaining and developing the professional business network and company profile in the Area.
- Informs management about market developments within focused sectors.
- Anchor point for I&B BD activities in Area.
- Active support in selected I&B BD activities in the Region.
- Active member of regional I&B BD team.

JOB REQUIREMENT:

- Preferably a back ground in engineering and/or business administration or marketing
- At least 5 years' experience in similar business fields and sectors, working for international (oriented) companies
- Naturally able to proactively engage with new and existing clients, to develop trusted relationship and to close business deals.
- Able to judge client needs and to translate them into services and contracts
- Have skills to lead and engage a team
- Have knowledge of relevant Consulting and Engineering Services
- Able to represent RHDHV and its services in front of clients
- Proficiency working with office software; e.g. MS Word, Excel, PowerPoint, Project; CRM software, overall software and data savvy.
- Good communication skills in English and preferably Vietnamese and other language(s)
- Good business ethics, ability and intention to work according corporate Integrity Policy and lead by example.

REPORTS TO: The Director Advisory Group (DAG) with a dotted line report to the Regional Business Development Director (RBDD) I&B APAC.

Salary/ Allowances : Negotiation

Interested people, please contact:

HR department

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