



## Business Development Manager

### About the Company

We are a European travel and retail company established in Singapore in 2010. Our group has over 130 years of experience in international Duty Free & Travel Retail, stretching from distribution over retail onto high-end logistics solutions. We operate over 230 stores at 125 airports in 47 countries.

We have expanded our travel retail business in the Asia Pacific region and are currently looking for a Business Development Manager for our regional headquarters based in Singapore. The role will be reporting to the Head of Corporate Planning & Business Development.

### The successful candidate is expected to

- Build and maintain relationships across various business stakeholders in Asia Pacific
- Analyse potential investment options and assess business opportunities throughout Asia Pacific
- Assist in the development of financial projections and scenario analysis
- Analyse and review annual reports, business models and business plans of other global/local competitors
- Conduct and analyse market trends of KPIs related to the travel retail industry
- Prepare financial model to support the proposed strategy

### Profile

- MBA or other business-related Master's degree from a reputable university
- At least 3 years of business development experience in regional scope
- Ability to work independently but also comfortable in multi-cultural and big teams
- Ability to prioritise tasks and has keen attention to details
- Possess strong communication and great interpersonal skills
- Comfortable with analysing complicated numbers, environment and situations and provide a strategy to approach systematically
- Fast learner, pro-active and adapts well to changes
- Fluent in English and preferably with another language
- Advanced knowledge of MS Office applications