



DEWAN FILHARMONIK PETRONAS
KUALA LUMPUR, MALAYSIA

Manager (Business Development)

Department: Business & Strategic Relations Management

Location: Level 2, Tower 2, PETRONAS Twin Towers, Kuala Lumpur City Center

Requirements:

- Recognized university degree in the field of Business Studies or any related field
 - Minimum 5-7 years working experience
 - Preferably with experience in business development, sponsorship and fund-raising management
 - Knowledge of the local and international business communities
- Possess great interpersonal skills & able to build rapport with stakeholders

Job Purpose:

Drive business development strategies and plans for Malaysian Philharmonic Orchestra in order to grow the business.

Key Accountabilities:

1. Promotion of Malaysian Philharmonic Orchestra (MPO) Orchestra for Hire
 - Formulate, design and manage the plan to promote the hiring of MPO Orchestra to generate revenue for the organisation.
2. Company-organized Programs and Events
 - Strategize the identification, securing and facilitating the execution of artistic programs and collaborations to ensure smooth running of events.
3. Funding and Sponsorship
 - Develop and execute strategies, plans and programs to source, attract, secure funding via sponsorships and donations from both corporate and individuals.
 - Conducting research on fundraising opportunities and prepare funding proposals for potential sponsors and donors.
 - Manage corporate and sponsorship hospitalities, and engagements to enhance and maintain client relations.
4. New Business Opportunities
 - Formulate business development and marketing plans to identify new markets and business opportunities to diversify MPO revenue stream to ensure sustainability of the organisation.
 - Drive and guide the plan and execution of networking events and potential client engagements to reach out to new markets and segments.
5. Pricing Strategy
 - Strategize and develop pricing strategy for MPO Orchestra hire to ensure competitiveness and maximize profit.
6. Other Duties as Assigned by the Company
 - Plan and execute all other duties as assigned by the company.

Generic Accountabilities:

1. Networking and Relationship Building
 - Foster and sustain effective working relationships and rapport with the government authorities, business and management institutions, national and key industry players and service providers in order to keep abreast with latest development in the relevant markets and capitalize on insider status and strategic alliances to capture opportunities for new business ventures and enhance public confidence in the company business solutions, products and services.
2. Good Governance
 - Enforce the implementation of applicable procedures and guidelines and affect the compliance to statutory and legislative requirements in order to ensure conformance to the established Limits of Authority (LOA), policies and government regulations to safeguard company and shareholders' interest, image and reputation.
3. Mindset, Behavior & Culture
 - Develop and implement distinctive mindset, behavior and culture within the working team to achieve high work performance by adopting and implementing value interventions, tools and methodologies to promote and instill high sense of commitment, ownership, integrity and loyalty that will contribute to operational excellence.
4. Leadership & Capability Development
 - Drive the development of competent working team that will enhance and sustain staff capabilities in achieving high performance delivery to ensure internalization of the right leadership and capabilities in executing their jobs.
5. HSE Policies and Code of Conduct
 - Communicate, interpret, and champion the execution of the objectives and provisions of the Health, Safety and Environment (HSE) policies and Codes of Conduct and Business Ethics (COBE) within the working team and undertake appropriate mitigation and/or intervention programs.

Interested candidates are invited to submit a complete CV stating personal particulars, employment history, qualifications and current salary together with a passport sized photograph.

Please direct your applications via email to the following:

Human Resource & Administration of Finance & Corporate Services Department

DEWAN FILHARMONIK PETRONAS

Level 2, Tower 2

PETRONAS Twin Towers

Kuala Lumpur City Centre

50088 Kuala Lumpur

Malaysia.

Email: career@dfp.com.my

- Only shortlisted candidates will be notified.
- All applications will be treated in the strictest confidence.
- Closing Date: **31 May 2024**