



Universal Peak Sdn Bhd (20080102914)



BUSINESS DEVELOPMENT MANAGER

INDUSTRY : POWER, UTILITIES & CLEAN ENERGY

EMPLOYMENT TYPE : FULL TIME

REPORT TO : HEAD OF BUSINESS DEVELOPMENT / EXECUTIVE DIRECTOR

About the Role :

Responsible for leading product approvals, managing strategic agency relationships (Key Account Management), and driving business development initiatives across the energy and infrastructure sectors. This role ensures regulatory compliance, technical readiness, and market alignment for all assigned products and principals. The incumbent also supports sales enablement, contract governance, and facility operations, contributing to Universal Peak's growth and operational excellence.

Responsibilities:

- **Product & Regulatory Management:** Skilled in navigating product approvals, certifications, and compliance with local authorities
- **Contractual Acumen:** Proficient in drafting, reviewing, and negotiating agency agreements, MOUs, NDAs, and commercial contracts
- **Technical Communication:** Able to translate complex technical concepts into clear proposals, brochures, and presentations
- **Account Management:** Experienced in managing principal relationships, coordinating technical support, and tracking market developments
- **Sales Enablement:** Capable of equipping sales teams with technical training, marketing materials, and back-office support

Minimum Qualification and Experience :

1. Bachelor's degree in Engineering, Business, or related field (Electrical/Mechanical preferred).
2. Minimum 4 years' experience in product management, agency coordination, or business development within the energy, utilities, infrastructure, or other sectors
3. Familiarity with Malaysian regulatory bodies (e.g., Suruhanjaya Tenaga, CIDB, TNB)
4. Experience handling minutes of meetings, technical documentation, tenders, and compliance submissions



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Success Factor For Role :

1. Proactive, resourceful, reliable, self-driven and detail oriented.
2. Active team player and a self-starter with strong organizational and time management skills.
3. Good command of English and Bahasa Malaysia (both written and spoken)
4. Able to align product and agency strategies with corporate goals and market trends
5. Diligent in documentation, contract management, and compliance tracking
6. Works effectively across departments, principals, and clients to ensure seamless execution
7. Anticipates challenges, proposes solutions, and takes initiative in business development
8. Handles confidential assignments with integrity and professionalism
9. Comfortable managing diverse responsibilities from technical approvals to team support

Why Join Us?

- Be part of a passionate team that is committed to making a difference in the energy sector.
- Competitive perks, salary and benefits package.

If you meet all the requirements outlined for this role, we encourage you to apply (Please note that only shortlisted candidates will be contacted)