



Universal Peak Sdn Bhd (20080102914)



EPCC BUSINESS DEVELOPMENT & TENDER LEAD

INDUSTRY : POWER, UTILITIES & CLEAN ENERGY
REPORTING TO : CHIEF EXECUTIVE OFFICER / EXECUTIVE DIRECTOR

Who You Are :

Lead business development and tendering for large-scale EPCC utility and renewable projects, driving opportunities in grid reinforcement and interconnection works. You'll shape commercial strategy, manage the full tender lifecycle, and present high-level technical solutions across HV/MV networks, solar, BESS, and utility interconnections for data centres and renewable assets.

This role owns the entire commercial cycle from opportunity creation to contract award and handover to project team.

What You Do:

- ✓ To drive revenue growth by identifying opportunities, securing tender invitations, leading tender preparation, and closing commercially viable EPCC and product-supply projects.
- ✓ Manage end-to-end tender processes: strategy, pre-bid meetings, post-submission negotiations, costing, BOQ preparation, technical submissions timelines, compliance reviews, proposals (RFPs), and risk evaluation.
- ✓ Present technical solutions confidently across HV/MV design, protection & control, grid integration, and renewable interface requirements.
- ✓ Conduct site walkdowns, feasibility studies, demand assessments, and technical clarifications with utilities and developers.
- ✓ Build strong relationships with TNB, SEB, SESB, IPPs, EPC partners, renewable developers, and hyperscale data centre operators.
- ✓ Collaborate with engineering teams to deliver cost-optimized, value-engineered solutions that enhance bid competitiveness.
- ✓ Support commercial negotiations, contract finalization, and smooth handover to PMO/EPCC teams.



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What You Have :

1. Degree in Engineering, Quantity Surveying or related field.
2. Minimum 5–10 years' experience in business development, commercial, tendering, or technical sales within utilities, EPCC, transmission & distribution, or renewable energy infrastructure, with exposure to large-scale interconnection projects (e.g., solar, BESS, industrial facilities, or data centres).
3. Strong knowledge of HV/MV systems, EPC workflows, utility interconnection requirements, grid reinforcement, tender processes, BOQs, and technical-commercial evaluation.
4. Proven success in winning high value projects and driving outcomes within complex stakeholder environments.
5. Excellent communication, presentation, analytical, and stakeholder management skills.

Why Join Us?

- **Own the growth agenda.** Take charge of tendering and business development for high-value EPCC utility and renewable projects, where your leadership directly shapes market success.
- **Be rewarded for winning.** Competitive remuneration, performance-based commission, and recognition for securing multimillion-ringgit projects and driving client partnerships.
- **Balance & benefits.** 5-day work week, comprehensive medical and hospitalization coverage, plus structured learning and career development opportunities.
- **Influence at scale.** Collaborate with utilities, IPPs, EPC partners, and renewable developers, positioning yourself at the centre of Malaysia's energy transition and infrastructure growth.
- **Advance your career.** Exposure to complex tender ecosystems, executive-level negotiations, and opportunities for regional expansion or vertical progression.

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