

## **Executive, Project Business Development**

### **Responsibilities:**

- Assist in the evaluation and analysis of project proposals and viability, identify appropriate strategic partners or project ventures.
- Undertaking of feasibility studies, business modelling of new ventures as well as to conduct cash flow analysis and income projections of a proposed project ensuring that the solution suggested is commercially viable and competitive. The management of the company is to make decisions based on these studies.
- Conduct interviews, document analysis, surveys, site visits, business process descriptions & tasks, and workflow analysis; evaluate the information gathered and the analysed data to be presented to management to distinguish between proposer's needs and PR1MA's needs.
- Conduct research and basic analysis of the industry PR1MA is in to determine its competitiveness & project viability.
- Document processes, develop relationships at all levels and report on project status and results.
- Ensure marketability of proposed projects via market study, SWOT and address any risk factors that may be highlighted.

### **Requirements:**

- Bachelor's Degree in Business Administration/ Finance/ Accounting or equivalent
- Minimum 3 years relevant working experience/skills.
- Strong written and verbal communication skill.
- Ability to work under pressure / Critical timeline.
- Ability to work independently / minimum monitoring.
- Able to work in team and independently.
- Good attitude in a dynamic work culture.