

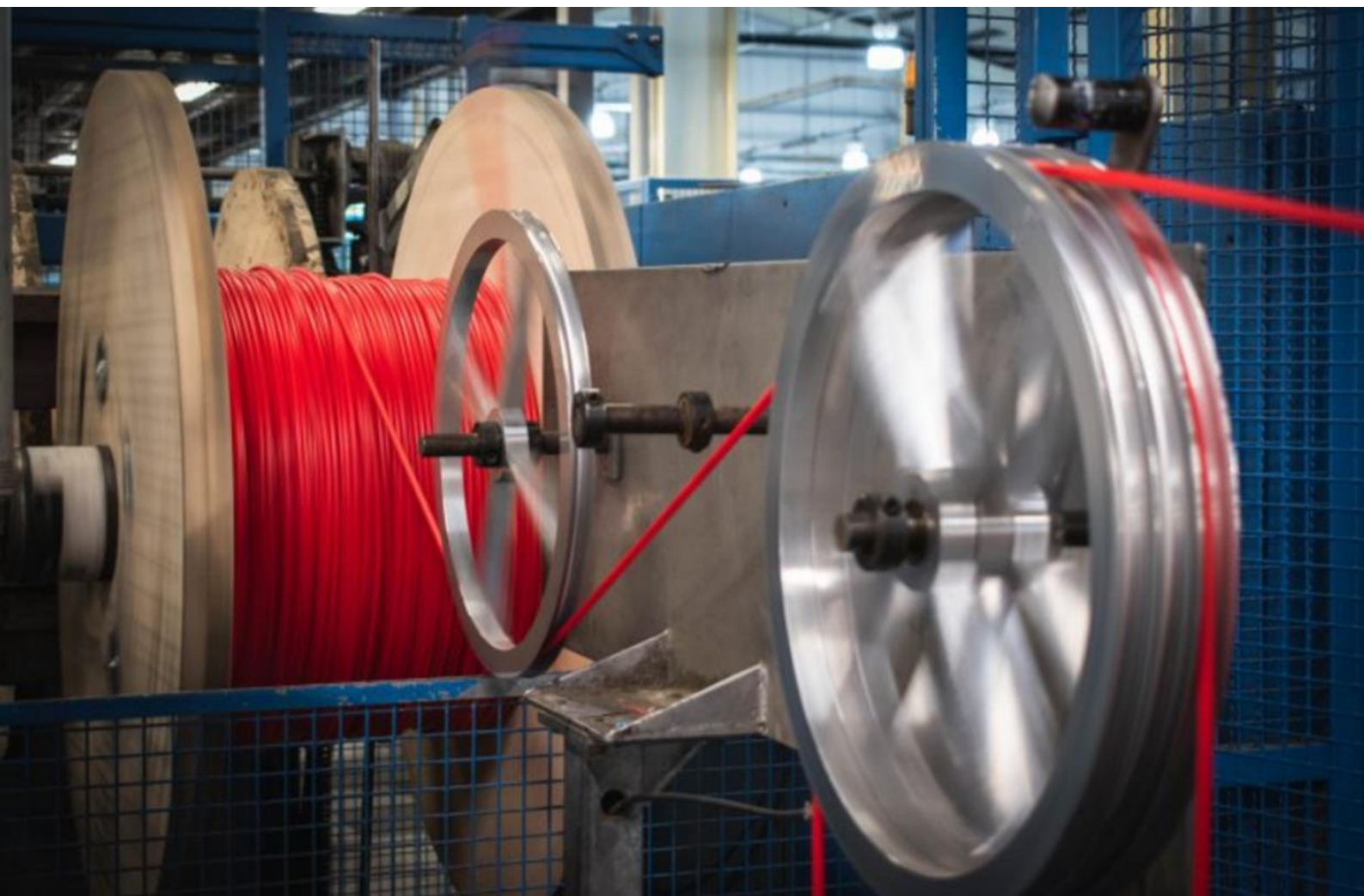


POSITION PROFILE

Business Development
Manager - Thailand



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Headquartered in Scotland with investment from overseas sources, Emtelle is a British manufacturing success story that has consistently sat at the cutting edge of manufacturing innovation and excellence. The business has a strong growth profile with 2022 global revenues at c€425m. Emtelle is known globally as an innovator and outlier in an industry where commoditisation is a reality for most manufacturers. They were the first business to refine blown fibre optic tubing and have continued to innovate in line with the digital tidal wave that demands ever-increasing infrastructure capability.

Emtelle runs a sophisticated manufacturing operation producing complex innovative systems for customers in a matter of weeks as opposed to months or years. The business employs c800 people globally and has manufacturing capability across nine sites as well as additional sales locations across the world serving customers in over 100 countries.

Although the UK has been the primary revenue engine for Emtelle, building on a 40-year legacy of consistent high-quality solution delivery to major telecoms providers such as BT and Virgin Media, the business has pursued an aggressive international M&A and direct investment programme which is now well established and making significant in-roads in global markets.

The unique combination of solving customer challenges through innovation and then delivering against those newly created solutions has proved to be a potent, high-margin business for Emtelle. Emtelle's solution offering is diverse, covering multiple market segments and sectors. It is best known as the global leader in blown fibre and ducted network solutions but is also highly successful in sectors including drainage, power and ITS for the highway and rail sectors. Emtelle's manufacturing knowledge, track record, international capability and industry awards place them in an exceptional position to capitalise on the continuing digital trend.

In 2022, Emtelle invested in its first factory in the US and is putting the finishing touches to this 300,000-square-foot manufacturing site in Fletcher, North Carolina, from where it plans to significantly build its position across North America.

In 2023, Emtelle signed an agreement to build and establish one of the world's largest factories for the manufacture of fibre optic ducting and pre-connectorised solutions in Abu Dhabi. The agreement is build-to-suit, in partnership with Khalifa Economic Zones Abu Dhabi – KEZAD Group. This should allow Emtelle to boost its presence in key markets including the UAE, Egypt, Jordan, Morocco, Iraq, and Oman, as well as the Philippines, Thailand, Indonesia, Australia and New Zealand.

Emtelle's core values:

- Safety always
- Excellence
- Innovation
- Empowerment
- Teamwork
- Integrity
- Respect

For more information, please visit Emtelle's website: <http://www.emtelle.com>.





Position Title:	Business Development Manager - Thailand
Reports to:	Sales Director – APAC & ME
Location:	Thailand

Due to Emtelle's fast-paced growth across the globe a need has arisen for an experienced Business Development Manager to develop the Thailand market. The incumbent will be tasked with planning and implementing sales to targeted accounts within Thailand and a number of neighboring countries.

This role allows the opportunity for someone to take full autonomy of the region, driving success by closing complex deals with major companies. They will have a clear track record of successful deal identification, negotiation, agreement and growth with high-profile, global and multifaceted telecommunications businesses, within Thailand.

Key Responsibilities:

- Acquire new accounts based on defined strategy
- Establish and maintain major account relationships, leading the development and maintenance of client-specific sales account strategies and plans that generate compelling event(s) for prospective clients and reach or exceed sales targets
- Define immediate target accounts and a longer-term development plan. Identify key areas of influence within the defined accounts, identify decision makers, and ensure they are aware of the benefits and business advantages presented by Emtelle
- Lead and drive the follow-up and closing of major deals through business development and coordination of requirements, developing and negotiating contracts, and integrating contract requirements with business operations and various organisational functions
- Regularly interact with executives internally and externally on issues related to business/account management. Interactions could include controversial situations, customer negotiations, or influencing and persuading executives
- Continuously analyse the market with regards to opportunities and projects which are relevant for Emtelle
- Develop a deep understanding of customer key performance indicators
- Produce reports on sales results
- Forecasting and business planning
- Investigate and respond to competitive threats
- Build a constructive relationship with customer quality and operations teams and be viewed as a credible and capable partner in presenting the Emtelle solution



The ideal candidate should possess well-established relationships within the Telecommunications industry in Thailand, with a strong understanding of Emtelle's product lines.

Qualifications, Skills & Experience:

- Proven track record in business development and key account management within the telecommunications market and in B2B is essential
- Extensive sales experience in closing new business and maintaining existing client base
- Experience in dealing with end users and big accounts is essential
- Knowledge of the relevant vertical market is highly advantageous
- Ability to build and maintain strong business relationships
- Very strong communication, collaboration and negotiation skills
- Ability to understand financial data
- The ability to demonstrate a strong sales background, both in closing new business and maintaining existing client base
- Analytical, problem-solving, and project leadership skills
- Results-driven, self-confident individual with an ability to influence peers and superiors
- Strong character with exceptional customer-facing/people skills
- Consistent drive and energy, with a positive attitude and flexible approach
- Personable, open and honest with absolute personal integrity
- Self-directing and able to work under pressure to achieve problem resolutions





A competitive salary and attractive benefits package is available to the successful individual and will be commensurate with the background and experience required for the role.

For more information please contact Ali Shaw or Kirsty Mclardy at Livingston James.



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The Recruitment Process

Initial interviews will be with our retained advisors at Livingston James.

Subsequent stages will be held with Emtelle and confirmed in due course.

Interviews will be carried out both in person and virtually as required and as is practical.

