CAMPUS FRANCE

Détail de l'offre : Commercial Lead, Rail Development (French-speaking)

Partenaire	
Référence	20D1597291848
Titre	Commercial Lead, Rail Development (French-speaking)
Description du poste	Job Description Responsibilities: * Develop and foster business relationships with other parties to identify potential opportunities and/or partnerships for business growth. * Market research for potential opportunities within the rail sector * Prepare proposals to senior management where opportunities are identified * Lead in meetings with clients to understand expectations and requirements * Lead in meetings with potential partners to develop partnership framework and follow through to implement the partnership agreement * Work with Engineering Lead and Operations Lead to develop the cost proposals for tender bids * Ensure cost competitiveness of SBS Transit's rail tender bids * Liaise with other SBS Transit/ComfortDelGro departments for opportunity identification/tender submission as appropriate * Provide regular reporting on status of business development and partnerships to Head of Rail Development Requirements: * Degree in Accounting, Finance, Management or Engineering * 5 years of business development experience in transportation sector * Experience in rail business or preparing tender bids would be preferred * Strong people, planning and organising skills * Analytical mind * Good communication skills * Matured personality and good team player * Resourceful, self-motivated and result oriented * Based in Singapore, travel required * Ability to speak and write in English and French fluently Additional Information Career Level Manager Qualification Bachelor's Degree, Post Graduate Diploma, Professional Degree, Master's Degree, Doctorate (PhD) Years of Experience 5 years Job Type Full-Time Job Specializations Sales/Marketing, Marketing/Business Dev
Type de contrat	Emploi
Société	SBS Transit Limited
Description de la société	SBS Transit is a leading public transport operator. It is a member of the ComfortDelGro Group which operates in seven countries around the world. Our people are our strongest driving force and their welfare and development are important to us. We listen to what they have to say and we are constantly grooming them to their fullest potential. Join the SBS Transit family today and let us help you grow.
Pays	Singapour
Expérience	Expérimenté (3-10 ans)
Langues	Anglais