

Job Description



Position: Director, Malaysia (D-MY)

Reports to: Managing Director, Malaysia (MD-MY)

Location: Kuala Lumpur

***Non-Malaysian candidates must have the right to work in Malaysia**

Roles & Responsibilities

As D-MY you will be responsible for key aspects of the business. This will include driving the development and growth of the company's overall business, the team, market presence, range of offerings, expanding the client base in Malaysia, and supporting GIFT's expansion across the ASEAN region.

The role of the D-MY includes:

Business Development

- Working with the CEO and MD-MY to execute against the agreed business objectives and ensure agreed business plans are met.
- Cultivating and maintaining a strong network of potential clients and strategic partners, including local and regional companies, MNCs, government agencies and development institutions.
- Identifying new business opportunities based on market and client demands; supporting business development, marketing, and sales efforts to ensure a healthy pipeline of leads for custom and public offerings.
- Leading the production of high-quality proposals in response to RFPs, incoming tender opportunities, and wherever possible pro-actively proposing new services / offerings to existing and potential clients.

Client Services: Leadership Learning, Advisory and Outcome-Driven Facilitation

- Supporting the MD-MY in ensuring the effective management and running of all client services and projects.
- Client relationship management
- Providing oversight as a 'Project Director' for high-value engagements.
- Writing, review and refinement of project materials such as proposals, briefing notes and reports.
- Engaged in the delivery of services such as workshop facilitation, webinars and on-site coordination during experiential programmes

Operations and People Development

- Working closely with the MD-MY to manage the P&L including financial forecasting and ensure budgets are met for the year.
- Ensuring the desired level of quality in all aspects of running the business.

Qualifications

- Bachelors or Master's degree in any related field
- 10-12 professional experience, including client interface
- At least 5 years managerial experience with people management skills

Benefits of the Role

- A fulfilling and challenging position within a dynamic, purpose-driven company that offers unique opportunities to expand your thinking with a truly regional focus and exposure
- Constructive, stimulating, and fun work environment that emphasises new ideas and personal initiative
- Chance to work on purpose-driven projects for government and business with far-reaching social impact
- Opportunity to travel and enhance professional exposure and broaden worldview
- Contribute to the organisational transformation of clients including companies and government agencies
- Competitive remuneration and employment benefits; ample room for career growth

To apply, please send your CV and a covering letter to pkhadilla@global-inst.com

All information provided will be used for recruitment purposes only