

Job Description

Job Information	Job Title	AM~M	Function	Business / Project Development
	Grade	P3~P4	Division	Decarbonization Team
	Location	Singapore	Report to	GM
Grade Definitions	Expected Roles	As a position responsible for overseeing a function or department, draws up and executes the annual operations plan of his/her department, based upon the higher level organization's operating policies and mid-term plan, to thereby directly contribute to the success of the higher level organization's annual and mid-term business strategy		
	Collaboration	Utilizes the decisions of his/her superiors or the policies of the higher level organization to conduct difficult negotiations which impact the performance of his/her organization as well as effectively impact the object of negotiation and produce an agreement		
	Issue Resolution	Solves some operationally-centered budgeting and personnel-related problems in order to significantly improve operations, systems and products and thereby help higher level organizations achieve their goals.		
	Talent Development	Uses the company's personnel management policies and the training plan of the higher level organization as the basis for engaging in daily personnel training which results in personal development as well as the development of those underneath him/her		
Job Responsibilities	<p>1) Project Management and Delivery</p> <ul style="list-style-type: none"> • Responsible for planning, overseeing and leading projects from ideation through to completion, while managing several moving parts simultaneously • Manage external client and stakeholders' relationships and ensure that their needs and requirements are met during project execution. • Serving as a point of contact for teams when multiple units are assigned to the same project to ensure team actions remain in synergy • Setting targets for milestones and adjusting schedules and targets as needs • Performing quality control on the project throughout development to maintain the standards expected. <p>2) Business Development</p> <ul style="list-style-type: none"> • Connect and collaborate between Japan HQ and regional key partners to develop decarbonization solutions through cross-discipline partnerships • Monitor and conduct analysis on the fundamentals, major trends, etc. of the decarbonization fuel in the Maritime and Power sector across AP region • Support and promote new business creation based on IHI Group's R&D technologies. <p>Any other duties as assigned by the GM</p>			

Core Competencies	Integrity	Level2	Sticks to the truth despite the pressure of deadlines and the requirement to meet business goals. Commits oneself and promotes ethical standard for the company.
	Customer Orientation	Level2	Ensures that relationships are built with customers and society at all critical levels of the customer's organization and society
	Creativity & Innovation	Level2	Identifies ways to streamline and improve established processes and procedures Works beyond traditional boundaries; willing to take risks and explore ideas
	Teamwork	Level2	Sets challenging goals for self and/or team regularly tracks and provides feedback in an open, mature and constructive manner Asks for input from others outside own unit or organization and aligns own plans to meet the needs of the group/organization.
	Driving Results and excellence	Level2	Actively promotes high expectations for work quality when working with others, by building operational-excellence expectations into project plans or work outcomes. Effectively identifies, confronts and overcomes problems to ensure successful completion even in complex, unique and changing circumstances
Functional Competencies	Project Management	N/A	Demonstrates knowledge of tools and techniques to plan and execute projects
	Cross Functional Collaboration	N/A	Effectively working with individuals and organizations outside of one's immediate work area or span of control
Education	<ul style="list-style-type: none"> Bachelor's degree in Business / Engineering, or any other related fields 		
Experiences	<ul style="list-style-type: none"> Minimum 6 years of working experience in energy, maritime, environmental markets, in the sustainability or finance industry with in-depth knowledge in capital markets Experience in business, product, solutions development, specifically from ideation to rollout Highly resourceful and adaptable, able to multi-task in a fast paced, agile environment Self-motivated, curious, independent self-start Strong problem solving, project management and presentation skills Strong analytical, detailed oriented, with strong data analytic capabilities Able to identify and resolve problems, propose innovative solutions whilst explaining risk Experience working in cross-cultural workplace 		