



BUSINESS DEVELOPMENT MANAGER

Telesource International, a fully integrated global company headquartered in the USA. The company works in the fields of construction, operation and maintenance of Power Plants, construction and engineering services, infrastructure project development and management. We are seeking to employ for our wholly owned Fiji subsidiary, Telesource (Fiji) Ltd, a qualified and competent person the position of **Business Development Manager**.

The Business Development Manager will play an integral role in success of Telesource (Fiji) Ltd and will be responsible for:

- Exploring new business opportunities in the company's line of business, conducting due diligence studies, writing proposals and negotiating with existing and prospective Clients.
- Managing day-to-day relationships with strategic clients.
- Work closely with other internal company departments to further develop the company's range of services in response to client demand.
- Contribution to our team in charge of formulating business strategies and plans.

Competencies & Qualifications:

- Strong new business development skills from initiating contact to contract completion.
- Broad theoretical and practical knowledge of engineering.
- Experience in power generation.
- Degree in engineering or a related discipline.
- 5 years work experience in business development in the technology/energy industry.
- Excellent interpersonal and communication skills.
- A high degree of computer literacy and presentation skills.
- Have a high-energy, dynamic and innovative approach.
- Proven ability to negotiate and close complex deals.

Remuneration will commensurate with qualifications and experience, and will not be a constraint for successful candidates. Only short-listed candidates will be contacted for an interview. Interested candidates may post or email applications with detailed resume by 18 August 2006 to:

"Business Development Manager"
Telesource (Fiji) Ltd
PO Box 10254
Laucala Beach Estate
Suva

Or

Email: amarr @tscintl.com