



## EXECUTIVE – BUSINESS DEVELOPMENT

### About MEASAT

MEASAT is a premium supplier of satellite communication services to Asia's leading broadcasters, DTH platforms and telecom operators. Operating four communications satellites, the MEASAT fleet is able to provide satellite capacity to over 145 countries representing 80% of the world's population across Asia Pacific, Middle East, Africa, Europe and Australia. With the state of art MEASAT-3 and MEASAT-3a satellites co-located at the Company's key orbital slot of 91.5°E, the MEASAT fleet has a total of 100 transponders across four satellites.

Leveraging facilities at the MEASAT Teleport and Broadcast Centre, and working with a select group of world-class partners, MEASAT also provides a complete range of broadcast and telecommunications services including 3D, high definition and standard definition video playout, video turnaround, co-location, uplinking and IP termination services.

For more information, please visit [www.measat.com](http://www.measat.com).

### Responsibilities:

- Provide support in identifying mid to longer-term opportunities to grow the business by performing due diligence exercise on potential partners identified
- Researching and analyzing options for cooperation, working closely with external consultants if necessary
- Structuring optimal cooperation with supervisor for discussion and negotiation with potential partner
- Work with supervisor to ensure slot development opportunities are viable and validated by developing and analyzing the business case (including assumptions used), working closely with Corporate Finance and Treasury group
- Conducting research and analysis (coordinating with research agencies (if required), external consultants and internal resources) to identify the pros / cons and other consideration / constraints (i.e. funding, coordination, etc.) of each opportunities
- Working closely with technical teams and other technical teams to identify the technical issues / requirements / constraints for each opportunities and solutions to address
- Work with relevant stakeholders to ensure the smooth execution of these opportunities / business plans by developing clear project work plan, monitoring and tracking progress, identifying and discussing with supervisor to resolve issues during the project term.
- Provide ad-hoc support to supervisor by accomplishing tasks as required in a timely manner



**Requirements:**

- Posses a good degree in Electrical / Electronics / Telecommunications Engineering; Finance or Mathematics
- Fresh graduates are encouraged to apply
- Good knowledge of Microsoft Office applications
- Excellent command of both written and spoken business English
- Confident with good interpersonal and communication skills
- Able to meet tight deadlines
- Resourceful and able to work independently in a fluid and fast moving environment

Interested candidates, please forward your resume to [recruitment@measat.com](mailto:recruitment@measat.com). We regret that only shortlisted candidates will be notified.