

SENIOR BUSINESS DEVELOPER – CYBER SECURITY & RESILIENCE

LOCATIE

Singapore

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UREN PER WEEK

Fulltime - 40

JOB DESCRIPTION

Can you appreciate the challenge of complex business development in South East Asia (SEA)? Are you passionate about Cyber Security and would you like to contribute directly to the safety of society? As Senior Business Developer Cyber Security & Resilience in Singapore, you are responsible for developing commercial opportunities with an emphasis on innovative projects, contract research and consultancy within the Cyber domain.

Consequently you will convert them into concrete deals and strengthen the team in order to further grow the activities in Singapore and South East Asia. Our main focus areas currently are Cyber Security and Resilience, Intelligent Imaging, Smart Cities, Mobility- and Supply Chain Security.

As Senior Business Developer you formulate attractive and valuable propositions, and use these to develop high quality offers for local and international customers in a public / private partnership with local universities, agencies and industry partners. In this relatively new environment we expect you to make a valuable contribution to the strategic acquisition. You will be responsible for further growth and achieving the annual target for the roadmap Cyber Security & Resilience (in terms of order intake) in line with the TNO SEA business plan. You will develop market strategies and market plans that enable TNO to maintain and strengthen its position in the area of cyber security & resilience in this international market. The sales should lead to the establishment of a local work force of approximately 16 FTE (including Ph.D.'s) in 2018. To realize our ambitions, you will be based at our TNO SEA office in Singapore and will work closely with your Managing Director as well as other Business Developers and senior experts in Singapore and The Netherlands.

At TNO Cyber Security & Resilience, we work with private companies and the public sector at home and abroad. Collaboration requires ecosystems, which we encourage and facilitate. We connect with the right people wherever they are and make innovation happen. We form alliances that lead to tomorrow's solutions, that ensures that our clients have the tools to progress without us. This way of working combined with an integrated approach increases our impact.

We are a determined team of experts, who put cyber security and cyber threats in perspective. A team that separates facts from fiction. A team that performs high risk, high gain research. When necessary, we can help to take down criminal networks. With innovative security and resilient concepts, we meet the real cyber challenges head on. We come up with game changing solutions that focus on prevention, detection and recovery. This makes the cyber world together with our economy and society secure, resilient and successful.

REQUIREMENTS

You have a self-propelling personality and you are an excellent communicator with a business-minded approach and a can do mentality. Experience with the Singaporean culture and way of doing business is an asset. As Senior Business Developer Cyber Security & Resilience you have;

- A university degree in a technical subject, supplemented by strong business management experience on a senior level
- A proven track record in the cyber security domain and 3-10 years of working experience in complex business development
- Strong negotiating, networking and stakeholder management skills
- Willingness to travel on a regular basis in South East Asia and to TNO in The Netherlands
- You are fluent in Dutch and you enjoy the challenge of pioneering while working abroad.

We welcome you to enforce our business development team. If you recognize yourself in this vacancy, we kindly invite you to apply.

COMPANY INFORMATION

TNO is an independent research organisation whose expertise and research make an important contribution to the competitiveness of companies and organisations, to the economy and to the quality of society as a whole. Innovation with purpose is what TNO stands for. With 3500 people we develop knowledge not for its own sake but for practical application. To create new products that make life more pleasant and valuable and help companies innovate. To find creative answers to the questions posed by society. We work for a variety of customers: governments, the SME sector, large companies, service providers and non-governmental organisations. Working together on new knowledge, better products and clear recommendations for policy and processes. In everything we do, impact is the key. Our product and process innovations and recommendations are only worth something if our customers can use them to boost their competitiveness.

TERMS OF EMPLOYMENT

Everyone has his or her own notion of what pleasurable work is. TNO wants to help you find your professional and personal balance. You want to work on your career and have an enjoyable social life at the same time. This is why we offer, for instance, à-la-carte terms and conditions of employment that enable you to swap various employment conditions on an annual basis. Flexible working times and various leave schemes also give you plenty of choice to create the package that best suits your situation. Of course, your pay is also good and the secondary conditions are excellent. TNO really is the innovation and knowledge organisation par excellence. In other words, we attach a great deal of value to your personal and professional development. There are many opportunities for you to push on with your own development: conferences, education, workshops, coaching, intervision, mentoring and job switching. You have a big say in the speed and direction of your own development.

CONTACT US

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