

**JOB OPPORTUNITY**

**Reference No:** (IUL) 113-HRD/1/2023/84

**Date:** 04<sup>th</sup> June 2023

<b>Post:</b>	<b>Business Development Analyst</b>
<b>No of Candidates:</b>	01
<b>Department:</b>	Business Development and Public Relations Department
<b>Salary:</b>	Negotiable
<b>Duration:</b>	01-year contract
<p>MPL is actively seeking a Business Development Analyst (BD Analyst) to play a key role in conducting performance reviews, extensive research, and formulating strategic plans while also advising management on critical policy decisions. The BD Analyst will be primarily responsible for conducting research and providing insights on MPL's various projects, leveraging their expertise in finance or economics and their ability to analyze financial data and market trends. The BD Analyst will also collaborate directly with MPL's operations and corporate support departments to improve business outcomes and identify novel approaches to meet stakeholders' objectives and reports to Business Development Unit Manager and Head of Business Development and PR.</p>	
<b>Educational Qualification:</b>	<ul style="list-style-type: none"> <li>- Bachelor's degree in business administration / finance / economics / Marketing, or communication with 06 years of experience in a similar field such as communications, sales, or Marketing. <b>OR</b></li> <li>- Masters's degree in business administration / finance / economics / Marketing, or communication with 04 years of experience in a similar field such as communications, sales, or Marketing.</li> </ul>

<p><b>Pre-requisites:</b></p>	<ul style="list-style-type: none"> <li>- Previous experience in academic/professional and background in managerial finance/economics and/or maritime, with knowledge of the maritime industry and/or port operations.</li> <li>- Strong attention to detail and excellent communication skills (writing reports, compiling research, short composition for marketing/PR usage.</li> <li>- Ability to think analytically, work independently and as part of a team, multitask, and solve problems in a timely manner.</li> <li>- Strong time-management skills, with the ability to work under pressure and meet tight deadlines.</li> <li>- Great leadership and negotiation skills, with the ability to delve into new fields of study and application related to the maritime industry.</li> <li>- Knowledge of financial modelling and forecasting techniques, with proficiency in Microsoft Office, particularly Excel and PowerPoint.</li> </ul>
<p><b>Duties and responsibilities:</b></p>	<ul style="list-style-type: none"> <li>- Conduct applied research, desk reviews with a view to explore business opportunities in the maritime sector, logistics markets and securing interests from upstream Clients.</li> <li>- Analyze existing business outcomes using data-driven approaches to improve, expand, or restructure business operations and enhance market presence.</li> <li>- Appraise capital projects, infrastructure development, and investments to identify areas of improvement and growth potential.</li> <li>- Collaborate and liaise with other departments to identify and suggest effective ways to develop new services, project developments, or events that align with MPL's strategic objectives.</li> <li>- Conduct research on various MPL projects, including market research, financial analysis, and competitor analysis, to inform decision-making and strategy.</li> <li>- Analyze data to identify trends, opportunities, and potential risks, which helps to inform recommendations for improvement and growth.</li> <li>- Develop financial models and projections to support business decision-making and assist with long-term planning.</li> </ul>



	<ul style="list-style-type: none"> <li>- Work collaboratively with other departments and stakeholders to identify and evaluate new business opportunities that align with MPL's goals and values.</li> <li>- Prepare reports and presentations to communicate findings and recommendations to senior management and stakeholders, which informs decision-making and strategy.</li> <li>- Monitor and evaluate MPL's business performance to identify areas of improvement and make recommendations to optimize performance.</li> <li>- Provide support for business planning and strategy development, ensuring that MPL remains agile and responsive to changes in the industry.</li> </ul>
<p><b>Required Documents:</b></p>	<ol style="list-style-type: none"> <li>1. <b>CV</b></li> <li>2. <b>National Identification Card,</b></li> <li>3. <b>Copies of academic certificates (Accredited)</b></li> <li>4. <b>Job Reference Letters</b></li> <li>5. <b>Passport Size Photo</b></li> </ol>

**Apply via:** <https://jobs.port.mv/>

**Deadline:** 08<sup>th</sup> June 2023, 15:30hrs

**For Further information:** 332 9339