

Safer above. Safer beyond.



Building safer skies together.

Manager,
Business Development
Location: Malaysia Aviation
Academy (MAvA)

Eligible candidates are encouraged to apply for the aforementioned position by submitting the application form, resume, academic qualifications and supporting documents via www.caam.gov.my/resources/announcements/career/. Kindly note that only applications submitted through **CAAM website** will be considered.

Application deadline is on **8th November 2026, at 11:59 p.m.**

*Recruitment is subject to available vacancies, and only shortlisted candidates will be contacted for interviews.

MANAGER, BUSINESS DEVELOPMENT

Job Description

Responsible for leading and managing MAVA's business development activities by developing and implementing strategies to grow revenue from training programmes, including TRAINAIR PLUS programmes, and other approved services; expand market reach; and establish strategic partnerships, in alignment with CAAM's objectives, MAVA's training priorities, and applicable governance requirements.

Job Information

- **Department:** General Administration, MAVA
- **Job Position:** Manager
- **Type of Employment:** Permanent

Qualifications for Appointment

Candidates must possess the following criteria:

a) Citizenship

- Malaysian citizen.

b) Academic and Professional Qualifications

- A Bachelor's Degree in Business Administration, Marketing, Aviation Management or a related field from a higher education institution recognized by the Government. Relevant professional qualifications will also be considered.
- Minimum of five (5) years of relevant working experience in business development, sales and marketing, commercial management, training and education business management, or a related field.
- At least two (2) years of experience in leading teams, projects, or business initiatives.

Relevant experience should include:

- Developing and implementing business development or marketing plans.
- Identifying business opportunities, acquiring customers, and managing customer relationships.

- Preparing business proposals, pricing recommendations, and commercial documentation.
- Developing partnerships and engaging internal and external stakeholders.
- Monitoring business pipelines, revenue performance, and forecasts.
- Coordinating with operational teams to ensure the delivery of agreed customer requirements.
- Experience in customer service, training coordination, or administrative support may complement the above requirements but should be supported by demonstrated business development or commercial responsibilities.
- Conducting market research and assessing customer needs to identify viable training and service opportunities.
- Converting customer enquiries and business leads into confirmed engagements. Preparing and presenting proposals, supporting commercial negotiations, and obtaining the required internal approvals.
- Developing pricing recommendations based on costs, market considerations, and approved pricing frameworks.
- Building and maintaining relationships with customers, industry partners, and relevant agencies.
- Preparing management reports and recommending actions to improve business performance.
- Leading cross-functional projects or teams and supporting staff development.
- Experience dealing with government agencies, aviation organisations, or training institutions would be an advantage.

c) Skills and Competencies

- Strategic thinking and business acumen.
- Business development and commercial management.
- Market research and business opportunity assessment.
- Negotiation and influencing.
- Customer and stakeholder relationship management.
- Analytical thinking and business performance analysis.
- Revenue and pipeline management.
- Project and team leadership.
- Strategic partnership development.

- Commercial governance and risk awareness.
- Strong written and verbal communication skills in Bahasa Malaysia and English; and
- Proficiency in Microsoft Office applications, particularly Word, Excel, and PowerPoint.