



[EFA Group](#) / [Business Development Manager - South East Asia](#)

Business Development Manager - South East Asia

Jakarta, Jakarta, Indonesia | Business Development REMOTE

EFA GROUP comprises companies in Aerospace, Security, Defense, and Industrial Cooperation with a solid international presence. EFA GROUP currently employs more than 220 people, most of whom are engineers and scientists. The GROUP has established offices across 6 international regions: Greece, Cyprus, Switzerland, USA, UAE, and Singapore to serve its customers in 34 countries worldwide. **EFA GROUP** includes **EFA VENTURES** (Supply Chain Management and integrated services), **AEROSPACE VENTURES** (Industrial Participation and related services), **SCYTALYS** (Systems Integration and Software), **ES SYSTEMS** (MEMs & IoT Integration), **EPICOS** (Global Defense B2B Information Platform), **UCANDRONE** (Unmanned Systems), **AETHER AERONAUTICS** (Target Drones), **STHENOS AI** (Intelligence Solutions).

Role Summary

We are seeking a dynamic, driven, and experienced **Business Development Manager** who will be fully responsible for expanding EFA Group's business in the assigned sales region. This role comes with full accountability for market growth and customer engagement. **Training will take place in Greece.**

Responsibilities

The successful candidate will demonstrate strong executive-level selling skills and will manage the entire business development and sales cycle, including:

- Conducting market research and identifying new business opportunities.
- Developing, managing, and expanding relationships with partners and clients.
- Building strong customer networks at all organizational levels.
- Leading negotiations and successfully closing contracts.
- Acting as the primary representative of EFA Group in the assigned region.
- Proactively driving growth and achieving ambitious business objectives.
- A clear determination to win business, ability to think "outside the box" and an entrepreneurial approach are a prerequisite for the position.

Qualifications & Requirements

- University degree in Engineering or Science.
- An MBA or degree in Finance/Commercial studies is a strong advantage.
- Minimum of 5 years of sales experience in a similar role within the **defense sector** (mandatory).
- Excellent command of the English language; additional languages are a significant asset.
- Outstanding communication, interpersonal, and presentation skills.
- Deep understanding of, and ability to adapt to, **South-East Asian cultural dynamics**.
- Willingness to travel internationally as required, and spend over 65% on the road.
- Strong entrepreneurial mindset, creativity in problem-solving, and a clear determination to win business.

We offer:

- Competitive remuneration package
- Continuous learning in new technologies
- Opportunity to work in large-scale projects with talented people

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