

## Business Director (Boston)

[Apply Now](#)

Company: Enterprise Singapore

Location: Boston

Category: other-general

Based in Boston, the Business Director will be hired by Enterprise Singapore.

The Business Director will report to the Director who will be based in Enterprise Singapore's New York Overseas Centre, to help Singapore-based companies and start-ups collaborate with partners and create opportunities for business expansion, covering the State of Massachusetts, as well as region outside of this State, towards the broader northeast of USA. The Business Director will also work on developing partnerships to create a strong bridge between innovation hubs in USA with Singapore's innovation ecosystem.

The Business Director is expected to perform the following functions:

As a Trade and Economic Representative for Singapore

- 1 . Be well versed and have a macro view on the strategic intent behind G2G collaborations / platforms, and actively contribute ideas towards it.
- 2 . Engage relevant government and corporates (e.g. GTP targets) at leadership level.
- 3 . Strategically engage important business and non gov personnel / high value contacts for in-depth intel on in-market trends and policies intent.
- 4 . Gather information and market intelligence from US companies as well as government agencies, and trade/industry associations via meetings and networking activities; and monitor news and developments useful to the sectors.

## As a Sales and Project Director

- 1 . Be well versed and have a macro view on the strategic intent behind G2G collaborations / platforms, and actively contribute ideas towards it.
- 2 . Engage relevant government and corporates (e.g. GTP targets) at leadership level.
- 3 . Strategically engage important business and non gov personnel / high value contacts for in-depth intel on in-market trends and policies intent.
- 4 . Gather information and market intelligence from US companies as well as government agencies, and trade/industry associations via meetings and networking activities; and monitor news and developments useful to the sectors.

## As a Sales and Project Director

- 1 . Maintain a strong network of in-market contacts and partners to facilitate and enable companies' navigation and setting up in the markets.
- 2 . Influence in-market partners and stakeholders to ensure delivery of projects and initiatives.
- 3 . Guide junior officers in market-sector development work to build Enterprise Singapore's penetration into key sectors in terms of knowledge, contacts, and business leads.
- 4 . Engage and align with Enterprise Singapore's key divisions on sector-market priorities.

## As a Business Strategist

- 1 . Demonstrate domain knowledge in priority sectors and deepen Enterprise Singapore's knowledge, partner networks and business leads in those sectors. This will include creating relevant industry and internal reports on a timely basis to help develop Singapore-based companies' and HQ's understanding of the market opportunities, market entry strategies and innovation ecosystems in the US.
- 2 . Develop and execute sector strategy for specific markets/ region.

- 3 . Provide in-market sector-specific trends and insights to guide Enterprise Singapore's Cluster Divisions on internationalization strategies.
- 4 . Develop and manage platform projects to accelerate Singapore's companies' expansion plans in USA. This includes expand network of innovation intermediaries, accelerators and VCs to grow Singapore's innovation ecosystem and encourage co-innovation collaboration between companies.
- 5 . Develop business leads and facilitate business opportunities for Singapore-based companies to support Singapore companies' internationalization efforts.
- 6 . Proactively engage across Divisions where there are cross market and/or cross sectoral interests. This will include planning, organising and executing physical and virtual business delegation visits, meetings and pitching sessions for Singapore-based companies doing business in the markets. In addition, the individual must also work closely with the rest of the team in Americas Region to support marketing trips, missions and other events, as assigned.

#### As a Trade and Regulatory Affairs Analyst

- 1 . Understand the role of trade and investment agreements, and their role, principles and key sections.
- 2 . Advise companies on how to benefit from the specific sections of the agreements.
- 3 . Provide inputs to trade/FTA reviews.
- 4 . Help companies to navigate regulatory barriers or "non-sensitive" lobbying issues eg company permits approval by local government.
- 5 . As a Singapore Hub Strategy Advocate
- 6 . Understand policy objectives, SG value proposition and relevant programmes that support various "Hub development" strategies, i.e. innovation & start-ups, trade, infrastructure finance, talent.
- 7 . Advocate SG's interests with foreign private sector entities; working level officials of

government agencies.

- 8 . In Global Market Office Administration
- 9 . Provide strong overview of administration needs and imperatives and resolve office issues (eg. Finance, Admin etc.) promptly
10. Develop and put in place strong operational processes to ensure compliance

You are expected to make regular travel between Boston and other states in the East Coast. Travel will be reviewed based on business requirements.

### **Desired Skills and Experience**

You should have a recognised degree with preferably at least 10 years of prior experience in developing and implementing sector-strategies and complex projects involving multiple stakeholders.

You must have domain knowledge and expertise in key technology sectors such as biomedical/life sciences, advanced manufacturing, climate tech or digital.

You must also have experience in helping international companies to navigate regulatory barriers or lobbying issues and have a strong interest in international trade, business development and investment promotion.

You should be a confident presenter with good interpersonal skills and be able to drive projects independently.

Full business proficiency in English is required.

[Apply Now](#)

### **Cross References and Citations:**

1. [Business Director \(Boston\) Findfreelancerjobs Jobs BostonFindfreelancerjobs](#) ↗
2. [Business Director \(Boston\) Resume-score Jobs BostonResume-score](#) ↗

3. **Business Director (Boston) StockholmjobsJobs BostonStockholmjobs** ↗
4. **Business Director (Boston) TokyojobsJobs BostonTokyojobs** ↗
5. **Business Director (Boston) MalaysiajobsJobs BostonMalaysiajobs** ↗
6. **Business Director (Boston) ReceptionistjobsJobs BostonReceptionistjobs** ↗
7. **Business Director (Boston) Healthcarejobsnearme Jobs Boston Healthcarejobsnearme** ↗
8. **Business Director (Boston) MaintenancejobsJobs BostonMaintenancejobs** ↗
9. **Business Director (Boston) Insurancejobs Jobs BostonInsurancejobs** ↗
10. **Business Director (Boston) Jobsinindia Jobs BostonJobsinindia** ↗
11. **Business Director (Boston) Dohajobs Jobs BostonDohajobs** ↗
12. **Business Director (Boston) Shenzhenjobs Jobs BostonShenzhenjobs** ↗
13. **Business Director (Boston) Findjobshiringnearme Jobs BostonFindjobshiringnearme** ↗
14. **Business Director (Boston) Searcheruropeanjobs Jobs BostonSearcheruropeanjobs** ↗
15. **Business Director (Boston) Photographerjobs Jobs BostonPhotographerjobs** ↗
16. **Business Director (Boston) SalesjobsnearmeJobs BostonSalesjobsnearme** ↗
17. **Business Director (Boston) KuwaitjobstodayJobs BostonKuwaitjobstoday** ↗
18. **Business Director (Boston) Smartjobsearch Jobs BostonSmartjobsearch** ↗
19. **Business director (boston) Jobs Boston** ↗
20. **AMP Version of Business director (boston)** ↗
21. **Business director (boston) Boston Jobs** ↗
22. **Business director (boston) JobsBoston** ↗
23. **Business director (boston) Job Search** ↗
24. **Business director (boston) Search** ↗
25. **Business director (boston) Find Jobs** ↗

Source: <https://us.expertini.com/jobs/job/business-director-boston--boston-enterprise-singapore-10440-3864/>