

NICDC LOGISTICS DATA SERVICES LIMITED

Job description for the post of “Assistant General Manager (Business Development)”

COMPANY PROFILE

NICDC Logistics Data Services Limited was incorporated on 30th December 2015 as a joint venture company between National Industrial Corridor Development and Implementation Trust (NICDIT) (formerly known as DMIC Trust) & NEC Corporation Japan with 50% equity from both parties.

The objective is to provide the Export-Import Container visibility service across India along with comparative performance metrics for all Logistics Container Operators to enable the users in taking informed decisions.

The flagship product of the company “Logistics Databank System (LDB System)” would be an overarching solution that will integrate the information available with various agencies across the supply chain to provide detailed real time information within a single window.

The company’s vision is to reduce the overall lead time of the container movement by streamlining the operations and help in reducing the transaction cost for the Government of India as a result of predictability & optimization achieved through the system.

JOB DESCRIPTION AND KEY RESPONSIBILITIES:

- Provide day-to-day leadership and management to a service organization that mirrors the adopted mission and core values of the company.
- Exponentially grow the topline of the business and ensure profitability by managing the cost of acquisition/ Cost of servicing and overheads.
- Develop & execute annual operating plan - revenue & cost planning and forecasting.
- Analyze customer feedback, draw business intelligence, review benefits of core services being offered and ensure high client satisfaction level.
- Developing performance metrics, incentive structure and monitoring key parameters to increase the overall productivity of the BD team.
- Identifying opportunity to increase presence by developing plan to make potential partnerships, enhance distribution and stepping into new markets and methods to enhance efficiency within the internal sales and support team.
- Identifying the business trend, plan and participate in key tenders to draw maximum business opportunity.
- Effectively design and assign target to the downline, taking periodic review for mid-way correction, provide clear direction to plan achieving the target and meet business objective.

- Ensure the team adheres to company SOP by conducting periodic review/ audit and taking corrective measures for any deviation, guide the concern and being an enabler to maintain a healthy work culture and providing overall service excellence to customers.
- Must understand and negotiate a profitable pricing structure and service-level agreement that will increase the company's - share of wallet in the warehousing and logistics industry.

KNOWLEDGE AND SKILLS

- Proven work experience in handling Government Stakeholder, logistics domain
- Must possess strong domain knowledge of Logistics and understanding of planning, development and Implementation of RFID or similar technology technologies in Infrastructure projects of global standards.
- Knowledge of project structuring and procurement of large infrastructure projects under PPP and non-PPP modes of delivery.
- Ability to mentor the direct or indirect teams and handle most of the things independently with or without teams.
- Experience in handling/monitoring complex projects simultaneously.
- Ability to contribute to knowledge management systems and procedures.
- Decision making and Analytical ability.
- Ability to foster collaborative work environment in a multi-vendor, multi-stakeholder environment.
- Ability to communicate effectively, both orally and in writing
- Senior technology and management professional with overall understanding of latest technologies.
- Skilled in organizational development, personnel management, budget and resource development, and strategic planning.
- Experience in handling complex, and multiple high demanding customers in line with organization strategy
- An effective communicator, good at PPT, Business content writing, and MIS to senior management

MINIMUM REQUIREMENTS

1. **Nationality:** Candidate from Indian nationality only.
2. **Preferable Age:** Candidate shall not be more than 45 years of age as on **31st March, 2023**.
3. **Academic Qualification:** Should be Graduate in Economics/Finance/International Business/Marketing/Operations/Project Management or any equivalent qualification in the relevant field. MBA/PGDM shall be preferable.
4. **Experience:** Minimum 12 years of experience.

DESIGNATION, REPORTING & JOB LOCATION

The designation shall be “**Assistant General Manager-Business Development**” and reporting will be directly to senior officials of NICDC Logistics Data Services Ltd. The job location will be in Noida but may require frequent travel to other States.

HOW TO APPLY

Duly filled application form along with the resumes may be uploaded on the Company's website i.e., **www.nldsl.in** (Careers > Current Openings > Apply Online) or the same may be sent on **hr@nldsl.in** till **03rd April, 2023** by 23:59 HRS.

The educational/ experience certificates need not be enclosed along with the application. The same will be called from the shortlisted candidates only.

SELECTION PROCESS: A Selection Committee will be constituted to shortlist, interview and recommend the candidate.

SALARY: CTC Rs. 20 Lakhs per annum.