

Job Description – Deputy General Manager, Business Development

Job Title:	Deputy General Manager	Location:	Delhi NCR, INDIA
Department	Business Development	Reports To:	CEO & Managing Director

Company Detail:

NICDC Logistics Data Services Limited (NLDSL) was incorporated on 30th December 2015, as a joint venture between Government of India represented by National Industrial Corridor Development and Implementation Trust (NICDIT) and Japanese IT major NEC Corporation, with 50:50 equity participation with the objective of effectively leveraging ICT across the Indian Logistics Sector, inculcate best practices across the various processes and work towards bringing in efficiency in the supply chain. The company aims at bringing visibility and transparency in Logistics environment, streamline the operations across the supply chain and help in government's plan of improving the Ease of Doing Business in India. For more detail log on to www.nldsl.in

Role:

The major role of DGM, Business Development is to drive the organization's business development strategies, enhances its current portfolio, and explores new business opportunities. The incumbent should be able to lead cross-functional teams, manage existing partnerships, and evaluate company business goals in alignment to the organizational goals. As a member of the senior management team, the candidate will be involved in strategic planning, evaluation, and professional development initiatives, mentoring and grooming of his/her team.

Responsibilities:

- **Strategic**
 1. Build strong relationship and manage strategic partnerships to grow business.
 2. Identify profitable business opportunities by developing in-depth knowledge of company offerings.
 3. Directing efforts by presenting market research and suggesting business strategies.
 4. Guiding towards preparation of all documentation required for requests for proposals (RFPs).
 5. Researching emerging trends and recommending new company offerings to satisfy customers' needs.
 6. Presenting business opportunities to management/Board.
 7. Selecting automation software and software platforms that best meet company needs.
 8. Working closely with Marketing team to identify and implement right marketing channels for Brand Management
 9. Team hiring, development, retention and productivity
- **Operational**

1. Exponentially grow the topline of the business and ensure profitability by managing the cost of acquisition/ Cost of servicing and overheads.
2. Develop & execute annual operating plan - revenue & cost planning and forecasting.
3. Analyze customer feedback, draw business intelligence, review benefits of core services being offered and ensure high client satisfaction level.
4. Developing performance metrics, incentive structure and monitoring key parameters to increase the overall productivity of the BD team.
5. 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.
6. Identifying the business trend, plan and participate in initiatives to draw maximum business opportunity.
7. 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.
8. 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.
9. 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.

Education and Certifications:

- Mandatory – Any Bachelor's degree; Master's degree in Business Management
- Desirable – Doctorate degree in Business Administration/ PHD in any equivalent discipline/ Certifications in relevant area

Technical Skills, Knowledge & Abilities

- Excellent people skills, with experience collaborating in a multi-disciplinary, diverse, and dynamic team.
- Creative, analytical, problem-solving and innovative skills.
- Time management and priority setting skills with ability to meet deadlines.
- Proactive, task driven and positive attitude.
- Ability to lead the team with high level of delegation.
- Up to date technology knowledge with an ability to develop and implement dynamic strategies in a fast-moving environment.
- Flexible and self-motivated; able to multi-task while also being highly detail-oriented.
- Understanding of Government and Private working culture and protocols.

Work Experience:

15yrs experience in marketing with at least 6years in management role

Compensation:

- Fixed salary – Rs. 22lacs PA
- Perks – Term Insurance, Medclaim, Accident Insurance, etc.