

NICDC LOGISTICS DATA SERVICES LIMITED

Job Description: Manager– Business Development

Qualification Criteria

- 1. Education:** Master's/ Bachelor's degree from a recognized institution; MBA or equivalent will be an added advantage.
- 2. Experience:** Minimum 8-12 years' relevant experience in Business Development, including work with Government of India organizations or initiatives.
- 3. Expertise:** Stakeholder Management, Technical troubleshooting, Note writing and familiarity with Gov Schemes/ Policies.

Job Description

- 1. Business Development & Partnership Management:**
Identify, engage, and onboard potential partners, enterprises, and government agencies (Central Ministries and State Departments) to expand Unified Logistics Interface Platform (ULIP) adoption. Build and maintain strong relationships to drive platform usage and value creation.
- 2. Platform Operations & Stakeholder Management:**
Manage day-to-day operations of the ULIP platform, ensure smooth onboarding of users, address operational issues, and coordinate with stakeholders for enhanced engagement.
- 3. API Integration & Technical Coordination:**
Collaborate with internal technical teams and external partners to facilitate seamless API integrations, ensure data interoperability, and support troubleshooting of integration-related challenges.
- 4. Data Analysis, Reporting & Insights:**
Track platform performance and usage analytics, prepare regular reports, and provide insights to support business decisions and operational improvements.
- 5. Process Optimization & Compliance:**
Support adherence to logistics and data-sharing regulations while identifying opportunities for process improvement and service innovation across the platform ecosystem.
- 6. Training, Outreach & Documentation:**
Conduct awareness sessions, organize user training workshops, prepare user manuals, and maintain updated documentation for stakeholders and partners.

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Skills & Competencies:

- Agile and adaptive in working in a dynamic and fast-paced environment.
- Strong understanding of logistics and supply chain operations.
- Proven experience in business development or partnership management.
- Excellent analytical, communication, writing and presentation skills.
- Familiarity with technology-driven platforms, API-based systems, and digital transformation initiatives.
- Strategic thinking with strong analytical and problem-solving abilities.
- High level of discretion, integrity, and professionalism.
- Proficiency in MS Office, e-Office, report preparation, and dashboarding tools.