

NICDC LOGISTICS DATA SERVICES LIMITED
Job description for the post of “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.

POSITION OBJECTIVE

Develop working relationships with the high-level decision-makers and within the logistics and supply chain sector to maximize business and liaise with support functions, e.g. marketing and finance, to ensure support required is delivered.

JOB DESCRIPTION AND KEY RESPONSIBILITIES

- To increase business while ensuring that NLDSL’s core mission of servicing the logistics sector requirements is optimized.
- Continuously facilitating actions to achieve long-term revenue growth and set the foundation for on-going investment.
- Development, managing and maintaining relationships with existing and prospective customers and various stakeholders to ensure customer satisfaction.
- Lead generation and regular follow up the leads to convert them into opportunities.
- Responsible for planning and executing the development of assigned prospects.
- Ensure that all stages of the sales cycle are undertaken effectively to achieve that results required adhere to the company’s selling methodology.
- Assist with the development and implementation of other commercial and alliance projects as needed, other projects and duties assigned.
- To provide accurate revenue forecasts.
- Work with and gain the co-operation and commitment of key individuals in different units or disciplines to achieve assigned targets and objectives.
- To provide feedback to the company any relevant market intelligence, e.g. customers, marketplace, industry, competition, technology.

MINIMUM REQUIREMENTS

- **Nationality:** Candidate from Indian nationality only.
- **Preferable Age:** Candidate shall not be more than 35 years as on last date of submission of application.
- **Academic Qualification:** Should be a Graduate from a recognized University/Institute with MBA/PGDBM/or any equivalent degree in Sales & Marketing with good academic record.
- **Experience:** Minimum 5 years of post-qualification experience in IT related project as on last date of submission of application.

DESIGNATION, REPORTING & JOB LOCATION

The designation shall be “**Manager – Business Development**” and reporting will be directly to “Chief Operating Officer” and to other 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

Resume and duly filled application, in the prescribed format for the above post may be sent to email id hr@nlds.in so as to reach latest by **7th July 2021** by **05:00 PM**. Applications received after the due date will not be accepted. No manual / paper in hard copy shall be accepted/entertained.

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

SALARY: CTC Rs.12 Lakhs per annum.

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

DISCLAIMER: This is not a Government job as NICDC Logistics Data Services Limited is not a Government Company.

APPLICATION FORM

(Note: Any column left blank will make the application incomplete and liable for rejection.)

1. Name of the position applied for :
2. Name of the Applicant (in block letter) :
3. Father's / Husband's Name (in full) :
4. Present Address :
5. Permanent Address :
6. Date of Birth and age as on :
7. Gender :
8. Contact Number (with code) :
9. Mobile Number :
10. Email Address :

Affix your recent
passport size
photo duly
attested

11. Details of Educational and Professional Qualifications from Matriculation onwards.

Educational/Professional Qualifications	Name of Institutions/ University/ Board	Passing Year	Percentage	Major Subject of Study

12. Details of experience relevant for the advertised post and job description:-

S.No	Organization Details	Designation and Current Location	Whether on regular or adhoc or deputation or contract basis	Brief description of duties	From	To	Gross Emoluments (Per Annum)
1.							
2.							
3.							
4.							
5.							

Note: You may enclose a separate sheet, duly authenticated by your Signatures, if the space below is insufficient.

14. Total work Experience :

15. Details of computer Knowledge :

16. Language(s) known :

Declaration

I hereby declare that all the statements made in this application form are true, complete and correct to the best of the knowledge and belief. I understand that in the event of any information being found false or incorrect at any stage or my not satisfying the eligible criteria according to the requirements, my candidature/ appointment is liable to be cancelled/ terminated.

Date: _____

Place: _____

(Name and Signature of the applicant)