

Designation: Head/Director-Business Development / Commercial Operations

A) Desired Profile:

- Minimum 16 years of experience [After Graduation] in Business Development or Commercial Operation in Mega/ State wide or Country Wide Telecom Projects **OR** on deputation from Central / Any State PSU across the Country worked in Telecom Business Stream of PSU officers with Minimum 16 years of experience (on deputation)
- Should understand Techno-Financial aspects of Telecom Business.
- Competitive understanding of Commercialization in Various Products of Telecom for Enterprises and Consumers.
- Understanding of various products line in Data Circuits and regulatory requirements in Telecom.
- Understanding of Telecom Technology Trends worldwide and adoption in India
- Should possess strong commercial bent of mind.
- Understanding financial statements and their impact/interplay.
- Strong understanding of market intelligence and competitor mapping & activity tracking
- Process orientation to arrive at mechanism to store market data for trend analysis
- Should have leadership and managerial skills, Good knowledge of industry-specific terminology and rules
- Strong negotiation skills.
- Exposure in Preparing Business Plans, Schemes and implementation thereof.

B) Educational Qualification:

- **Graduation:** Any Graduation **with first class** from reputed institute / university; **and**
- **Masters: MBA** (in Marketing / Finance / Retail) **or PGDBA** (in Marketing / Finance / Retail) **or PGDM** (in Marketing / Finance / Retail) from reputed institute / university

Or on deputation from Central / Any State PSU across the Country worked in Telecom Business Stream of PSU.

C) Key Roles and Responsibilities:

- Pricing and commercial role for new business and for revised commercials with State Government Departments / PSUs from time-to-time
- Create Digital Rural Models leveraging Rural Connectivity infrastructure of BharatNet.
- Workout synergy with existing connectivity infrastructure of Government PSUs and leading Private Telecom Operators.
- Prepare ecosystem for bringing MSO and tie-up for Rural business for reaching out to Consumer.
- Prepare the business case and make recommendations for tailor-made solutions based on customised requirements/demands.
- Developing an active understanding of key contract terms, finding ways to protect company position, ability to comprehend customer requirements.
- Based on market inputs for competition pricing, make recommendation for revised costing
- Obtain business lead in large Accounts and manage customer relations.
- Maintain geography wise, competitor wise history of pricing trends

D) Soft Skills:

- Keep Customer Happy
- Techno-Entrepreneurship
- Analytical mind set
- Excellent presentation skills, verbal and written communications skills
- Team work

E) Age Limit: Not more than 55 Years

F) Remuneration: INR 1,75,000/- P.M. (Cost to Company basis) or on deputation, pay protection benefits will be provided

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