

Job Description

Position: General Manager /Assistant Vice President

Location: Delhi

Reports to: Head – Business Development

Educational Qualification: B. Tech. (Preferable MBA)

Years of experience: 15+ Years

About the Role:

This is a Senior Management role. We are on the lookout for a dynamic and an accomplished professional to take the reins in our Business Development division. This senior role involves crafting strategies and executing strategic plans for business growth, cultivating robust client relationships, and identifying emerging opportunities in the Power trading market. The ideal candidate will bring a proven track record in driving revenue, adept negotiation skills for forging key partnerships, and contributing to overall business expansion at national level.

The incumbent must have hands-on experience of managing a team of sales professionals spread across national geographies in the areas of power trading / power market / power sales experience.

Candidate is expected to have deep knowledge of power markets and power sector regulatory environment and is expected to have existing relationships in the power industry and networks with market participants.

Key Responsibilities:

1. Customer Relationship Management

- Strengthen and manage existing client relationships to enhance customer satisfaction and retention.
- Identify and develop new business opportunities across multiple regions to expand market presence.

2. Market Analysis & Strategic Planning

- Analyze state-wise electricity demand-supply trends and assess future power market dynamics.
- Provide strategic input for business planning based on regulatory developments and market intelligence.

3. Team Leadership & Performance Management

- Lead, motivate, and mentor a team of business development professionals.
- Set performance targets, monitor progress, and ensure alignment with organizational objectives.

4. Stakeholder Engagement & Event Management

- Organize and oversee industry events such as seminars, workshops, and market advisory meetings.
- Facilitate meaningful discussions with stakeholders to drive collaboration and gather market insights.

5. Proposal & Contract Management

- Draft, review, and present proposals, offers, and contracts to potential clients in alignment with company policies.
- Ensure timely submission and effective follow-up for business closure.

6. Communication & Documentation

- Prepare high-quality business correspondence, presentations, reports, and other documents as needed.
- Ensure clarity, accuracy, and strategic alignment in all communications.

7. Product Development Insights

- Provide feedback and market intelligence to support the design and development of new products and services.
- Collaborate with cross-functional teams to refine offerings based on client needs and market trends.

8. Business Travel & Outreach

- Conduct extensive travel to build and strengthen relationships with key stakeholders including:
 - Regulatory Commissions
 - Power Traders and Market Intermediaries
 - Channel Partners and Industrial Clients
 - State Officials, Load Dispatch Centers, and Industry Associations

9. Government & Regulatory Liaison

- Establish and maintain strong working relationships with government bodies, regulatory authorities, and policy influencers.
- Represent company interests in discussions, forums, and regulatory consultations.

Functional Competencies:

- **Strategic Planning & Execution:** Ability to create and implement business strategies that align with organizational goals.
- **Market Research & Analysis:** Expertise in evaluating market trends, competitor behavior, and customer requirements.
- **Negotiation & Closure:** Proficiency in negotiating contracts and finalizing business deals.
- **Financial Acumen:** Understanding of commercial terms, pricing models, and profitability analysis.
- **Lead Generation & Conversion:** Skilled in identifying prospects and converting leads into long-term clients.
- **Innovation & Product Development:** Capable of driving new ideas and improvements based on market feedback.
- **Regulatory Compliance:** Knowledge of relevant regulations and ability to ensure organizational adherence.

Behavioural Competencies:

- **Leadership & Team Management:** Strong ability to guide, inspire, and manage teams toward achieving business targets.
- **Result Orientation:** Focused on achieving measurable outcomes and high performance.
- **Adaptability:** Flexible in managing change and navigating uncertain business environments.
- **Networking & Relationship Building:** Effective in establishing and nurturing long-term professional relationships.
- **Communication & Influence:** Clear communicator with the ability to persuade and influence stakeholders at various levels.

- **Decision-Making:** Sound judgment in evaluating situations and making timely, informed decisions.
- **Collaboration & Conflict Resolution:** Promotes teamwork and resolves interpersonal conflicts effectively.
- **Problem Solving:** Analytical mindset with the ability to identify issues and develop actionable solutions.
- **Customer-Centric Approach:** Dedicated to understanding and addressing customer needs proactively.