

Job Description

Annexure A

Deputy General Manager – Electric Mobility (Contractual)

1) Job Purpose:

Managing all projects activities of Electric mobility and other line of businesses that gets added up in the company's portfolio.

1. All business development activities related to Electric Buses / 2 Wheeler / 3 Wheeler / 4 Wheeler.
2. Developing a detailed plan for roll-out of e-mobility business in India.
3. Make proposals to clients.
4. Develop and build out the electric buses program at CESL, including but not limited to:
 - Support, negotiations and signing of demand aggregation contract.
 - Preparation of RFP and procurement documents.
 - Advising on technical specifications and other qualifying requirements.
 - Developing proposals, financial models, brochures and contracts.
 - Advising the MD on market developments.

2) Principal Accountabilities

<u>2) Principal Accountabilities</u>	
Roles and responsibilities	<ul style="list-style-type: none"> • Manage clients, business call and meetings, follow up calls, send proposals and leads their conversion. • Carrying out negotiations with clients, push business proposals. • Develop e-mobility contracts documents and secure necessary project approvals. • Identification of new business opportunities in eMobility, proposal creation and closing. • Manages timelines as directed by MD. • Conduct and coordinate industry and stakeholders meet. • Coordinate with Cluster/Regional Offices to promote CESL business models.
For Electric Buses, 2 Wheeler , 3 Wheeler, 4 Wheeler	<ul style="list-style-type: none"> • Develop proposals and financial models – 02 days' turnaround or as directed by MD. • Assist in business meetings, advices on market intelligence. • Tracks regulatory developments and advices the MD. • Assists in business meetings and discussion with clients. • Assist in drafting, noting and project related documents. • Developing awareness and advertisement related matters. • Support in preparation of RFPs, service contracts and contract management practices.
Business Development	<ul style="list-style-type: none"> • Identify potential clients and business opportunities. • Set up meetings with clients, make presentations on the proposal/pitch, & persuade appropriately. • Monitor the market and competitors, identify and develop the company's unique selling propositions and differentiators. • Retain clients and enhance existing relationship. • Project/ Sales management to drive both volume and value business.

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	<ul style="list-style-type: none"> • Ensure compliance of project activities with internal business processes. • Represent organization at any conferences, meetings and events as appropriate.
Project Implementation	<ul style="list-style-type: none"> • Establish objectives and execute project activities. • Coordinate and maintain transparency between client and internal teams for timely delivery of services. • Compile and submit reports with management and client on the progress of the project activities and its outcome. • Timely follow-ups with client to ensure recovery of payments.
Monitoring and Administration	<ul style="list-style-type: none"> • Report and present to the management on the growth and new business prospects. • Manage client accounts & update project status with supporting teams & ensure their timely action. • Understand organization products/services and how they can support external clients. • Maintain documentation and carry out administrative tasks to support project activities.

The job roles would require extensive travel PAN India.

Any other roles and responsibilities assigned by management from time to time.

Competencies Required

1	Hands on experience for various tools/software's for increasing efficiency in the businesses.
2	Strong leadership and communication skills.
3	Team player and good people manager.