

**ONGC Tripura Power Company Limited (OTPC)**  
**Job Description**

<b>Position</b>	<b>Chief Commercial Officer at M7 Grade (One Position)</b>
<b>Place of Posting</b>	Corporate Office, Delhi
<b>Qualification</b>	B. Tech. (Mechanical / Electrical / Electronics / Instrumentation) with at least 60% marks from a recognized University / Instrument
<b>Experience</b>	Minimum 23 years of post-qualification in Management Cadre in the relevant area
<b>Industry Type</b>	Power Sector
<b>Compensation</b>	Attractive
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• Responsible for implementation of various regulations, orders, directions of Government, etc. related to Commercial function of the organisation.</li> <li>• Developing, managing, executing and monitoring all commercial activities of the company with external agencies like States, Distribution Companies, bulk Industrial Consumers, etc.</li> <li>• Shall be responsible for signing of Power Purchase Agreement, allocation of Power, Energy Accounting, Sale of Merchant Power, CDM, etc.</li> <li>• Shall be responsible for preparation of Tariff Petition / miscellaneous petitions to CERC and any required appeal to Appellate Tribunal for electricity.</li> <li>• Ensuring realization against sale of electricity, receivables management, liaison with various NER States, etc.</li> <li>• Shall be responsible to dealing with Electricity Legislation, Regulatory affairs &amp; Compliance, Open Access Issues, Court cases, Customer relationship management, etc.</li> <li>• Policy advocacy with CEA, NERPC, NERLDC, NLDC, CERC, MOP, etc. on behalf of OTPC.</li> <li>• Shall be responsible for commercial matters with regard to Renewal Energy projects.</li> <li>• Resolving Commercial and PPA issues with the power purchaser, statutory bodies, etc.</li> <li>• Commercial Risk Assessment and managing daily operations.</li> <li>• Frequent travel to North Eastern States may be required.</li> </ul>
<b>Required Profile</b>	<ul style="list-style-type: none"> <li>• Experience in bilateral trading, sale of power through Power Exchange, Open Access matters and dealing with CERC &amp; APTEL will be an added advantage</li> <li>• Knowledge of regulatory and commercial laws and their compliances</li> <li>• Should have good experience in commercial matters related to the power industry.</li> <li>• Should have business acumen and effective negotiation skills, good interpersonal, networking and organizing ability</li> </ul>
<b>Contact Details</b>	<p><b>Company Name:</b> ONGC Tripura Power Company Ltd.</p> <p><b>Website</b> : <a href="http://www.otpcindia.in">www.otpcindia.in</a></p> <p><b>Contact Person</b> : Head – Corp. HR &amp; Admin</p>