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**POSITION SPECIFICATION**

*For the role of*

**Managing Director**

*For*

**ONGC Tripura Power Company.**



## THE COMPANY

ONGC Tripura Power Company Limited is a Special Purpose Vehicle (SPV) promoted in 2004 by Oil and Natural Gas Corporation Ltd (ONGC), Infrastructure Leasing and Financial Services Limited (IL&FS) and Government of Tripura. OTPC has set up a 726.6 MW Combined Cycle Gas Turbine power plant at Palatana in Tripura. The Plant is configured with modern GE 9FA Heavy duty Gas Turbine machines. The first block (363.3 MW) of the power plant was declared under Commercial Operation on 4<sup>th</sup> January, 2014 and the second block (363.3 MW) was declared Commercially Operational on 24<sup>th</sup> March 2015.

Subsequently, India Infrastructure Fund– II (managed by Global Infrastructure Partners India LLP) become an investor in April 2015 by acquiring 23.5% of the equity share. Further, GAIL India Ltd. has acquired the 26% equity share of IL&FS Group Companies on 04<sup>th</sup> January, 2022 and become Shareholder of OTPC replacing IL&FS Group Companies.

The power plant has helped in transforming the power scenario of the entire North-Eastern region and has led to its rapid economic development. The generation project combined with linked transmission project has brought in investments to the tune of Rs.10,000 Crores in the North- East sector.

NETC, the power transmission arm, is a joint venture of OTPC, Power Grid Corporation Ltd. (PGCIL) and North-East States. It has developed a 400 kV DC Transmission system connecting the OTPC power plant in Tripura to Bongaigaon in Assam over a distance of around 662.8 km, for evacuation of power from the power plant.

OTPC as a business strategy is in process for new initiatives in BESS, Wind, Solar, Hydro Power Projects, etc.

<b>THE POSITION</b>
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<b>Position:</b>	Managing Director - OTPC
<b>Location:</b>	New Delhi
<b>Reporting To</b>	Chairman, OTPC and also to the Board of Directors
<b>Age</b>	Minimum: 50 years as on the date of Advertisement Maximum: 62 years as on the date of advertisement
<b>Tenure</b>	Initially for 05 years, subject to maximum service age limit of 65 years
<b>Position Summary &amp; Key Deliverables</b>	<p>The MD – OTPC will be responsible to structure, optimize, expand and align the generation business of the company with a focus on accelerated growth plans, developing a strategic plan to increase its revenue &amp; profitability.</p> <p>The Job profile also includes filing petition to CERC for tariffs, merchant power sale &amp; liaison with local Government / Regulatory Agencies / State Utilities and managing relationship with all the key stake holders.</p> <p>As an initiative to clean development mechanism (CDM), MD – OTPC will also focus on managing one of the largest clean Gas combined cycle power plants in the country. The incumbent will ensure profitable operations of OTPC by prudent cost control with maintaining PLF &amp; AEC with best industrial practices.</p>
<b>Qualification</b>	The incumbent should be Indian National, Engineering Graduate. Post Graduate Degree / Diploma in Management / Engineering will be an added qualification.
	<ul style="list-style-type: none"> <li>• Possess professional experience of minimum 25 years in the</li> </ul>

<p><b>Experience</b></p>	<p>Energy Sector viz. Oil &amp; Gas / LNG / Thermal / Coal / Gas / Hydro / Renewable Energy etc. with overall understanding of energy sector.</p> <ul style="list-style-type: none"> <li>• Should have worked in company having energy business with an Annual Turnover of at least Rs.1,000 crore.</li> <li>• Possession of following experience / knowledge will be an added advantage: <ul style="list-style-type: none"> <li>➤ Experience of working in a Maharatna/ Navaratna CPSE.</li> <li>➤ Conversance with the NE sector and localized working environment.</li> <li>➤ Possession of strong technical knowledge in the field of gas turbine / steam turbine along with other rotating equipment's and awareness of regulatory compliances.</li> </ul> </li> <li>• Should effectively deal with Government &amp; Regulatory Authorities apart from banks / financial institution/ credit rating agencies etc.</li> <li>• Should have ability to lead a high-performing senior management team with knowledge, skills, motivation and team building for inclusive growth of the Company.</li> </ul>
<p><b>Key Responsibilities</b></p>	<p>The Managing Director is a Board level position in the Company and shall be reporting to the Board of Directors and Chairman, OTPC.</p> <p>He will be responsible for efficient functioning of the Plant / Company, meeting the regulatory compliances and would be primarily responsible for leading the organization to achieve its long-term growth strategy based on MoU plans of each year. He is also expected to plan for IPO process in near future.</p>

**Leadership**

- The applicant should have proven leadership qualities. He should have strong understanding of corporate finance and performance tools. He should have a thorough knowledge of market dynamics & should be able to respond for the corrective measures therein.
- The applicant has to define and follow the performance management process ensuring the accountability at all levels of the organization for achieving the MOU parameters as approved by the OTPC Board.
- The applicant should have strong credentials in decision making to drive the business growth and profitability.

**Business Development Strategist**

- The applicant should be capable to demonstrate his abilities in business innovation and identifying new opportunities for expansion.
- Expansion of business would include identifying the suitable opportunities, carrying out necessary due diligence and negotiation, finalization of investment plans and inking all requisite contract / agreements etc. after obtaining all approvals including PPAs in different energy sector domains like BESS, Solar, Hydel, wind, etc.
- Explore the possibilities for sourcing of Gas from Bangladesh / Neighbouring Countries for existing plant and expansion projects.

**Operational Excellence**

- The applicant has to plan, strategize and maintain smooth plant operations and necessary power evacuation infrastructure to avoid unforeseen shutdown.
- The applicant has to coordinate and liaison with Central & State Government Agencies, Regulatory agencies and other stake holders for smooth & efficient running of the plant.

	<p><b>Commercial Excellence</b></p> <ul style="list-style-type: none"><li>• Finalize all necessary long-term and short-term contracts for sustained and reliable operation of plant</li><li>• Identify avenues of investment and business abroad</li><li>• Negotiate and Execute Power Sales agreements.</li><li>• Oversee documentation and preparation of commercials, LOI, Agreements.</li><li>• To ensure creation of adequate processes for liaison with various stakeholders / state governments for collection of dues etc. and managing other issues.</li></ul> <p><b>Financial Management</b></p> <ul style="list-style-type: none"><li>• The applicant should be well versed with financial statements, balance sheet, cash flow and other financial measures relevant to business.</li></ul>
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