

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

<b>Position</b>	<b>Head – Business Development – One Position at M5 / M6 Grade</b>
<b>Place of Posting</b>	OTPC Corporate Office, Delhi
<b>Qualification</b>	B. Tech / BE (Mechanical / Electrical) with at least 60% marks from a recognized University / Institution. Candidate with MBA Degree (with at least 60%) shall be preferred. <b>(Internal candidate of OTPC with requisite qualification and experience criteria may also apply for the post)</b>
<b>Experience</b>	Minimum 18 Years of post-qualification executive experience in the relevant area in Power Sector
<b>Industry Type</b>	Power Sector
<b>Compensation</b>	Total Guarantee Pay (TGP) of Rs.30.77 Lakhs per annum along with benefits and performance incentive as per Company Policy
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• To gather market intelligence and identify trendsetter ideas and potential growth areas by researching industry, related events, government policies, publications and announcements</li> <li>• Identify potential business opportunities by contacting potential partners including government officials, funding organizations etc.</li> <li>• Screen potential business deals by analyzing marketing opportunities &amp; strategies, requirement and potential of business deals, evaluating options, resolving internal priorities, evaluating financials including funding options</li> <li>• Develop short, medium and long term business plan based on strategic framework and business goals and objectives of the organization in consultation with stakeholders and prepare detailed strategies for achieving set goals</li> <li>• Develop negotiating strategies and positions by studying integration of new ventures with company strategies and operations, examining risks and potentials and estimating partners' needs, goals, strengths and weaknesses</li> <li>• Finalize business deals by coordinating with partners and obtaining concurrence of all stakeholders after addressing all concerns</li> <li>• Liaison with government authorities</li> </ul>
<b>Required Profile</b>	<ul style="list-style-type: none"> <li>• Should have good knowledge and understanding of Indian Power &amp; Utilities Sector (conventional and renewables) including commercial, technological and regulatory drivers</li> <li>• Should demonstrate industry network and have ability to develop and maintain relationship</li> <li>• Good understanding of IT system and savvy at using MS Office packages (Knowledge of SAP is preferred)</li> <li>• Strong communication and interpersonal skills</li> </ul>
<b>Contact Details</b>	<b>Company Name:</b> ONGC Tripura Power Company Ltd. <b>Website</b> : <a href="http://www.otpcindia.in">www.otpcindia.in</a> <b>Contact Person</b> : Head – Corp HR & Admin