

## ONGC Tripura Power Company Limited (OTPC)

### Job Description

<b>Position</b>	<b>Lead – Business Development – One Position at M1 Grade</b> (This position will report to Head – BD)
<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 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 04 Years of post-qualification executive experience in BD, Project Evaluation, Project Planning, RE or related areas within the Power & Energy sector
<b>Maximum Age</b>	Up to 35 years as on date of advertisement
<b>Industry Type</b>	Power Sector
<b>Compensation</b>	Total Remuneration (TR) of Rs.8.56 Lakhs per annum along with benefits and performance incentive as per Company Policy
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• <b>Conduct market research, competitor analysis, policy assessment, and customer intelligence studies to identify and evaluate business opportunities in the power and renewable energy sectors.</b></li> <li>• <b>Prepare and review pre-feasibility reports, business cases, project evaluation reports, and techno-commercial assessments, including due diligence, risk analysis, and valuation support for potential projects, investments, and acquisitions.</b></li> <li>• <b>Monitor and coordinate the development of renewable energy projects across various states and maintain effective relationships with customers, developers, consultants, lenders, and other stakeholders to secure business opportunities.</b></li> <li>• <b>Prepare and participate in technical/commercial bids, contract discussions, and commercial negotiations for new business opportunities.</b></li> <li>• <b>Develop and monitor business development KPIs, project pipelines, and maintain records related to bids, contracts, agreements, due diligence, and business development activities.</b></li> <li>• <b>Prepare MIS reports, dashboards, presentations, and executive summaries for senior management and Board-level review.</b></li> <li>• <b>Coordinate with internal departments and external stakeholders, provide technical support as required, and perform any other duties assigned by the Reporting Officer/Management.</b></li> </ul>
<b>Required Profile</b>	<ul style="list-style-type: none"> <li>• Sound understanding of the Indian Power Sector, including generation, transmission, distribution, renewable energy, energy storage, emerging technologies, and current industry trends.</li> <li>• MBA (Finance, Power Management, Operations, Strategy, or equivalent) from a recognized institution preferred.</li> <li>• Hands-on experience in financial modeling, project evaluation, bid management, strategic investments, and RE projects (Solar, Wind, BESS, PSP).</li> <li>• Proficient in MS Office applications, particularly Excel and PowerPoint; knowledge of SAP will be an added advantage.</li> <li>• Strong communication, presentation, interpersonal, and stakeholder management 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