

DMICDC LOGISTICS DATA SERVICES LIMITED

Recruitment for the post of "Business Development Manager"

COMPANY PROFILE:

DMICDC Logistics Data Services Limited (DLDSL) is a joint venture company between Government of India represented by DMIC Project Implementation Trust Fund (now known as NICDIT) and Japanese IT major NEC Corporation, with 50:50 equity participation.

DLDSL was incorporated on 30th December, 2015, with the objective of effectively leveraging ICT across the Indian Logistics Sector, inculcate best practices across the various processes and work towards bringing in efficiency in the supply chain. The company aims at bringing visibility and transparency in Logistics environment, streamline the operations across the supply chain and help in Government's Plan of improving the Ease of Doing Business in India.

The flagship project of the company "Logistics Databank system (LDB System)" is a game changing solution that provides the Export Import Container visibility service across the Western corridor of India along with comparative performance metrics.

POSITION OBJECTIVE:

Develop working relationships with the high level decision-makers and their teams within the logistics and supply chain sector to maximize business and liaise with support functions, e.g. marketing and finance, to ensure support required is delivered.

JOB DESCRIPTION AND KEY RESPONSIBILITIES:

- Increasing business while ensuring that the DLDSL's core mission of servicing the logistics sector requirements is optimized.
- Continuously facilitating actions to achieve long-term revenue growth and set the foundation for on-going investment.
- Developing, managing and maintaining relationships with existing and prospective customers and various stakeholders to ensure customers satisfaction.
- Lead generation and regular follow up of the leads to convert them into opportunities.
- Responsible for planning and executing the development of assigned prospects.
- Ensure that all stages of the sales cycle are undertaken effectively to achieve the results required adhering to the company's selling methodology.
- Assisting with the development and implementation of other commercial and alliance projects as needed; other projects and duties assigned.
- Providing accurate revenue forecasts.
- Work with and gain the co-operation and commitment of key individuals in different units or disciplines to achieve assigned targets and objectives.
- Providing feedback to the company any relevant market intelligence, e.g. customers, marketplace, industry, competition, technology.

- Identifying and managing risk in his/her business activities and take responsibility for reporting risks in a timely, open and appropriate manner.
- Acquiring and maintaining a thorough working knowledge of the company's services and an understanding of their applications.
- Leading commercial reviews of major transactions ensuring stakeholder benefits are understood and realized.
- Conducting research to identify new markets and customer needs

MINIMUM REQUIREMENTS:

1. **Nationality:** Candidate from Indian nationality only.
1. **Preferable Age:** Should not be more than 35 years as on 23rd August, 2017 is eligible to apply for the said position.
2. **Academic Qualification:** Masters in Business Administration from a reputed institution (B.Tech + MBA would be Preferred)
3. **Experience:** Minimum 07 years of experience in Business Development, and Implementation. Minimum 04 years' experience in IT related Project.

KNOWLEDGE & SKILLS

- Experience in a Principal Client Manager or Principal Sales Executive Role
- Expertise in Logistics Domain/ IT Domain
- Strategic thinker
- Strong Interpersonal Skill

SELECTION PROCESS:

- The qualified incumbent may be taken under the payroll of "DMICDC LOGISTICS DATA SERVICES LIMITED".
- The age of superannuation shall be 60 years. Joining will be immediately after selection.
- A Selection Committee will be constituted to short list, interview and recommend the candidate.

DESIGNATION & JOB LOCATION

The designation shall be "**Business Development Manager**". The job location will be in Delhi/ NCR but may require frequent travel.

SALARY

- As per Industry standards

HOW TO APPLY:

Resume and duly filled application, in the prescribed format for the above post can be sent by post / hand to the following address so as to reach latest by **23rd August, 2017** before **05:00 PM**. The envelope containing application should be super scribed with "**Application for the post of Business Development Manager**".

Or apply through careers section on the website www.dldsl.in

DMICDC LOGISTICS DATA SERVICES LIMITED

Room No. 341-B, 3rd Floor, Hotel Ashok,

Diplomatic Enclave, 50 B Chanakyapuri,

New Delhi - 110 021.

Tel No: 011-2611 8884-8, Fax: 011-2611 8889

Email: contactus@dldsl.in and jobs@dldsl.in

The educational/ experience certificates need not be enclosed along with the application. The same will be called from the shortlisted candidates only.