

JOB DESCRIPTION OF BUSINESS DEVELOPMENT MANAGER

POSITION / JOB TITLE:	Business Development Manager (Urban Water & Waste Water)
DEPARTMENT:	WASTE WATER / WATER
LOCATION:	Chennai
JOB PURPOSE:	Over all responsible for Business Development in Advisory, Project Management Consulting and O&M Services of the company in Water and Wastewater.
ACTIVITIES TO BE PERFORMED	<ol style="list-style-type: none"> 1. Pursue business leads within the state and outside the state and country. 2. Make suitable proposals with costing for internal approvals including from the management, COD and Board. 3. Submit proposals to client and bag the orders. 4. Participate in project tenders including proposal, bid documents. 5. Make presentations to client on the organization capabilities and on the techno-commercial proposal. 6. Prepare annual budget of the company based on order in hand and expected including cash flows and manpower the same. 7. Travel to client sites at short notice. 8. Prepare business brochures & flyers and update TWIC Website upon project completion.
CTC	Not a constraint for right candidate
Qualification Essential:	BE / B TECH
Qualification Desirable:	BE / B TECH preferably MBA
Experience Essential:	10 yrs. Experience in Water Supply / Sewerage Projects having performed the activities as mentioned above including STP/WTP/WS/UGSS/CETP/TTRO/ZLD/Desal/River Restoration.
Experience Desirable:	10 years experience in Water Sector as mentioned above.
Computer Knowledge, Skill and Abilities Required	Computer Proficiency: <ol style="list-style-type: none"> 1. Microsoft office 2. Power Point presentation