

Job Description

Position : **Manager- Business Development**

Years of Experience : Minimum 10 to 15 years' experience in Business Development for Urban Water, Industrial Effluent & Recycling, TTRO/TTUF, Lake & River Restoration, Sea Water Desalination Sectors.

Qualification : B.E / B. Tech in any discipline, preferably MBA

Computer Proficiency:

1. Microsoft office
2. Power Point presentation

ROLES AND RESPONSIBILITIES

1. Over all responsible for Business Development in Advisory, Project Management Consulting and O&M Services of the company in Water and Wastewater sectors.
2. Pursue business leads within the state and outside the state and country.
3. Make suitable proposals with costing for internal approvals including from the management, Committee of Directors and Board of Directors.
4. Submit proposals to client and bag the orders.
5. Participate in project tenders including preparation of proposal, bid documents.
6. Make presentations to client on the organization capabilities and on the techno-commercial proposal.
7. Prepare annual budget of the company based on order in hand and expected including cash flows and manpower the same.
8. Travel to client sites at short notice.
9. Prepare business brochures & flyers and update TWIC Website upon project completion.