

Job Title: Regional Manager –Business Development-Urban Solutions			
Business Unit:	Piramal Sarvajal	Domain:	Community Drinking Water
Location:	Ahmedabad	Band/Grade:	2B
Department:	Urban Solution vertical	Last updated on:	10-4-2018
		Degree of Travel required to:	High
Purpose of Job	<p>The Business Development Manager will, lead and/or support new business development effort of urban solution Dept. in various capacity. Business development position will work in establishing Government partnership projects for Piramal sarvajal The Business Development Manager will lead special initiatives aligned with the department’s annual strategy and assist Senior General manager in executing dept. Calendar to achieve result.</p>		
Key stakeholders	External		Internal
	Government ,Corporates, Community drinking water beneficiaries		Urban Solutions ,CALM ,Operations, SCM, Management
Reporting structure	Role directly reports to		Positions that report into this role
	<ul style="list-style-type: none"> Senior GM 		BD executive
Essential Qualifications	PG or Master of social sciences /sales & marketing/Rural Management/Social Work/Development Sector		
Essential Experience	<ul style="list-style-type: none"> Hands on experience in all facets of Government Partnership projects and Business. understanding of functioning of Government partnership projects with social enterprise and development sector Ability to manage CSR partners, organization’s associates 		
Competencies	<ul style="list-style-type: none"> Excellent Behavioral interpersonal and soft skills Negotiation Skills, analytical, project and time management skills Entrepreneurial Skills, Multi tasking Skills to work as individual contributor & and team member. Exceptional rapport building and customer relationships & retention skills Outstanding speaking, writing, interpersonal, and presentation skills Strong business acumen Proven track record for achievement of goals Detail-oriented, commitment to high standards of performance Advance MS office specially Excel ,PowerPoint and word Required 		
Decision Making Control	Can Decide on approval of Government partnership Project in consultation with internal functional teams.		
Values			
Knowledge	<ul style="list-style-type: none"> Expertise – we strive for a deeper understanding of our domain Innovation – we aspire to do things creatively 		
Action	<ul style="list-style-type: none"> Entrepreneurship – we are empowered to act decisively and create value Integrity – we are consistent in our thoughts, speech and action 		

Care	<ul style="list-style-type: none"> • Trusteeship – we protect the interests of our customers, community, employees, partners and shareholders • Humility – we aspire to be the best, yet strive to be humble
Impact	<ul style="list-style-type: none"> • Performance - We strive to achieve market leadership in scale and profitability, wherever we compete. • Resilience - We aspire to build businesses that anticipate, adapt and endure for generations.

Key Roles/Responsibilities:

Role requires to identify opportunities in community water drinking domain with urban local bodies and with state governments for government partnership projects pan India

Work closely with urban local bodies, state government and provide solution to community water drinking by establishing sustainable government partnership projects.

Drive proposals for funding from various CSR partners, also network with corporate for CSR funding available for Drinking Water to be utilized in government partnership projects through Piramal sarvajal.

Position will represent Piramal sarvajal by attending industry conferences, meetings and briefings to identify contract partnership and business opportunities.

Ability to hold debriefings with proposal teams, functional teams, to identify & share documents lessons learned and best practices for program development efforts.

Assist Sr.GM and team in planning, coordinating and executing the department’s targets, plans, activity calendars.

To assist, coordinate actively in revenue generation, team management and project management activity of department as per department Strategy.