

Organization:	Capital Goods Skill Council (CGSC)	Unit :	Head Office Delhi
Position:	Head- Industry Alliances		

JOB PURPOSE

This position at CGSC drives the Revenue engine and looks to leverage the competency and capability in conjunction with the Industry. The work would include increase in CGSC presence within the industry, drive-up the members' base, support Training and Development, Quality, HR activities.

The primary objective is to carry-out Business Development, increase support base within the Industry, with secondary objective to support Training and Development and other allied functions at CGSC. The tertiary objective includes various HR activities at CGSC.

OPERATING NETWORK / INTERFACE

<u>External Interface</u>	<u>Internal Interface</u>
<ol style="list-style-type: none"> 1. Capital Goods Industry 2. Capital Goods Industry Experts 3. Technical, Vocational, Academic institutions 4. Training and Assessment partners 5. Line Ministry, NSDC officials 6. Placement agencies 	<ol style="list-style-type: none"> 1. CEO/COO-CGSC 2. CGSC Governing Council and Committees 3. CGSC team

REQUIREMENTS

Education & Relevant Experience	<p>Essential</p> <ol style="list-style-type: none"> 1. Education: Management as PG with Engineering in Capital Goods sector discipline. 2. Experience: min. 15 years of relevant experience 3. Good networking in various corporates and Industries <p>Desirable: Prior exposure in Private Defense Sector</p> <p>Skills:</p> <ol style="list-style-type: none"> 1. Excellent Communication, proposal writing, Team Player, Entrepreneurial mindset. 2. Any specific requirements: Improvisation with strong planning, analytical, and technical skills.
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Competencies

<u>Technical (Knowledge, Skills, Attitude)</u>	<u>Generic / Managerial</u>
<p>Technical Knowledge & Skills</p> <ul style="list-style-type: none"> • Deep exposure to Industry • Process oriented • Knowledge of vendor ecosystem • Excellent IT Skills <p>Attitude</p> <ul style="list-style-type: none"> • Creative, Go Getter • Passionate about working with people and impacting the lives of the people at the bottom of pyramid 	<ul style="list-style-type: none"> • Entrepreneur Drive. • Ability to consistently clock targets. • Ability to engage and influence key decision makers. • Ability to deal with various internal/ external stake holders. • Must have demonstrated multi-tasking abilities and be able to work both independently and with a group. • Team Player

Reporting	This position will report to CEO/COO
Application	Kindly email your resume at coo@cgsc.in with subject line as "JOB APPLICATION REF:001" Shortlisted candidates will be notified through email/calls. Last date of Application: 10 th Sep 2020.

