

Organization:	Capital Goods Skill Council (CGSC)	Unit:	Head Office NCR-Delhi/ Bombay/ Bangalore
Position:	Manager/ Deputy Manager -Industry Interface (Positions- 3)		

JOB PURPOSE

This position at CGSC drives the revenue engine and looks to leverage the competency and capability for overall implementation of the skill development programs in conjunction with the respective stakeholders. The work would involve increase the CGSC revenue and capacity in terms of Industry participation in skilling and placement activities.

The primary objective is to carry-out Business Development, with secondary objective to support skill-related Training & Development, and other allied functions at CGSC.

- Achieving business goals and revenue targets.
- Managing internal and external stakeholder relations and negotiating contracts.
- Pre-sales and Post-sales aspect.

OPERATING NETWORK / INTERFACE

External Interface	Internal Interface
<ol style="list-style-type: none"> 1. Capital Goods Manufacturing Industry 2. Capital Goods Industry Experts 3. Strategic/ Defence & Maritime Industry 4. Technical, Vocational, Academic institutions 5. Autonomous, Semi-Autonomous, and Private players 6. State Skill Missions/ Government departments 	<ol style="list-style-type: none"> 1. CEO/ COO/ Head -Strategy & Industry 2. CGSC team

REQUIREMENTS

Education & Relevant Experience	Essential
	<ol style="list-style-type: none"> 1. Education: MBA / Bachelor's in Mechanical/ Mechatronics/ Electrical Engineering. 2. Experience: min. 4-5 years of Corporate Sales. Experience in Education sector will be an added advantage. 3. Good networking in Corporate/ PSU and Government Bodies/ Local Industries /Trade Associations. 4. Desirable: Good contacts with key decision makers in manufacturing Industry /govt departments. The job involves travelling.
	Skills
	<ol style="list-style-type: none"> 1. Excellent- Communication, Proposal Writing, Team Player, Entrepreneurial mindset. 2. Improvisation with strong planning, analytical, and technical skills. 3. Strong Process knowledge to build the process document. 4. Strong IT and Presentation skills.

Competencies	
Technical (Knowledge, Skills, Attitude)	Generic / Managerial
<p>Technical Knowledge & Skills</p> <ul style="list-style-type: none"> • Deep exposure to Industry • Process oriented • 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"> • Entrepreneurial 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 Head- Strategy & Industry and based out listed location.
Remuneration	CTC- As per Industry Standards.
Application	<p>Kindly email your resume at hr@cgsc.in with subject line as “JOB APPLICATION REF:05” Shortlisted candidates will be notified through email/calls.</p> <p>Last date of Application: 07th March 2022.</p>