<table>
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<th>Position: Mid-level Consultant– External Engagement</th>
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<td><strong>Qualifications</strong></td>
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| **Preferred Experience** | • Upto 8 years of strong experience in management consulting, investment banking, government consulting, industry associations, market research, working with multilateral and bilateral agencies. Preference will be given those having 3 -4 years of consulting experience.  
• Strong experience working with senior management in MNC’s and domestic companies  
• Deeper understanding of global market, FDIs, FIIs and region expertise  
• Excellent stakeholder and client management skills  
• Strong management skills, particularly in planning, scheduling, and managing multiple tasks and people working under tight deadlines  
• Experience in managing large projects for governments, private sector, multilateral clients and industry associations  
• Demonstrated team management and mentoring/coaching skills  
• Willingness to work under high pressure deadlines and across geographical time zones  
• Excellent writing skill and presentation skills in English |
| **Broad Job Description** | • Lead external engagement of an overseas geographical region in the APEDB  
• To develop the Go-to-Investor marketing strategies for EDB in each focus sector and proactively market potential projects to investors and facilitate their approval by the respective authorities  
• Establish relationships with the relevant stakeholders in the Government and other promoting agencies and oversee project management to ensure achievement of targets  
• To work closely with the Embassies, Bilateral organisations, state industries departments, and other stakeholders and help them with their investment targeting, promotion and facilitation  
• Strategically build the investment client base in the respective international market assign.  
• Be thorough with policies, acts, and regulations governing the projects handled by APEDB |
- Review proposals, financial models, joint ventures, project structuring, reports etc. and make necessary recommendations to relevant departments

- Responsible for ensuring the use of world class knowledge management methodologies and processes to create a centralized database/knowledge repository

- Proactively contribute to management and organization development activities including thought leadership, training, etc.

- Conduct team reviews and submit weekly reports to Senior Consultant – External Engagement APEDB and monthly reports to all relevant stakeholders

- Manage the research team and mentor associates

- Handle any other task assigned by the team lead

**Note:** All job postings will adhere to the guidelines mentioned in the G.O. Ms.No 89 Finance (HR.I) Department of the Government of Andhra Pradesh