

Position: Mid-level Consultant– External Engagement	
Qualifications	At least Graduate in Economics, Engineering, Finance, Public Policy, Law, Arts & Science or Business Administration from a recognized/reputed institution in India or abroad. Preference will be given to those holding a Master’s degree.
Preferred Experience	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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

	<ul style="list-style-type: none">• 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