

<b>Position: Senior Consultant – External Engagement</b>	
<b>Qualifications</b>	<ul style="list-style-type: none"> <li>• At least Master’s Degree in International Business, Business Administration, Engineering, Finance, Law or Economics from a recognized/reputed institution in India or abroad</li> </ul>
<b>Preferred Experience</b>	<ul style="list-style-type: none"> <li>• At least up to 12 years of strong experience in management consulting, foreign government/Institution, investment banking, government consulting, industry associations, market research, working with multilateral and bilateral agencies.</li> <li>• Strong experience working with the C-Suite level of large private sector companies</li> <li>• Good knowledge and Understanding of Government of Andhra Pradesh, its policies, rules and regulations in the state</li> <li>• Cross Sectoral experience in the following (Electronics, IT, Items, Manufacturing, Automobile and Auto Ancillary, Aerospace and defence etc.) with <b>between 6 to 8 years’ experience in the concerned sector</b></li> <li>• Good understanding of global Industry trends, global Investments, FDI, overseas competitiveness.</li> <li>• Excellent stakeholder and client management skills</li> <li>• Strong management skills, particularly in planning, scheduling, and managing multiple tasks and people working under tight deadlines</li> <li>• Experience in managing large projects for governments, private sector, multilateral clients and industry associations</li> <li>• Demonstrated team management and mentoring skills</li> <li>• Experience in writing technical proposals and reports</li> </ul>
<b>Broad Job Description</b>	<ul style="list-style-type: none"> <li>• Lead a cluster group of cluster groups under the External Engagement division of the APEDB.</li> <li>• Responsible for the performance of the cluster group or cluster groups in terms of meeting investment targets in the identified cluster groups.</li> <li>• To develop the Go-to-Investor reach out strategies for APEDB in each focus sector and proactively market and facilitate their approval by the respective authorities</li> <li>• Establish relationships with the relevant stakeholders in the Government, bilateral agencies and oversee project management to ensure achievement of targets</li> <li>• To work closely with the MEA, overseas Embassies, state industries departments, and other stakeholders and help them with their investment</li> </ul>

	<p>targeting, promotion and facilitation</p> <ul style="list-style-type: none"> <li>• Strategically build the investment pipeline and expand the client base in domestic / international markets</li> <li>• Be thorough with policies, acts, and regulations governing the projects handled by APEDB</li> <li>• Work closely with the CEO-APEDB and develop and monitor financial budgets of the investment promotion and facilitation vertical</li> <li>• Handle resource allocation within the vertical and manage the utilization of a team of consultants</li> <li>• Review proposals, financial models, joint ventures, project structuring, reports etc. and make necessary recommendations to relevant departments</li> <li>• Responsible for ensuring the use of world class knowledge management methodologies and processes to create a centralized database</li> <li>• Proactively contribute to management and organization development activities including thought leadership, training, etc.</li> <li>• Mentor and guide team to ensure deliverables within given timelines</li> <li>• Conduct team reviews and submit weekly reports to CEO- APEDB and monthly reports to all relevant stakeholders</li> <li>• Work in collaboration with other teams</li> <li>• Handle any other task assigned by the CEO</li> </ul>
<p><b>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</b></p>	