

Organization:	Capital Goods Skill Council (CGSC)	Unit :	Head Office Delhi
Position:	Regional Manager-South		

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 involve increase in CGSC presence within the southern region , drive-up the members' base, support Training and Development, liaising with State/District skill committees, training partners & colleges.

- The primary objective is to carry-out Business Development, with secondary objective to support Training and Development and other allied functions at CGSC. Achieving business goals and revenue targets.
- Overseeing daily operations of the CGSC projects in southern region.
- Managing internal and external stakeholder relations and negotiating contracts.
- Planning, evaluating, and optimizing operations to be efficient and cost-effective.

OPERATING NETWORK / INTERFACE

<u>External Interface</u>	<u>Internal Interface</u>
1. Capital Goods Industry 2. Capital Goods Industry Experts 3. Technical, Vocational, Academic institutions 4. Training partners 5. State skill missions/ Government departments/district skill committee	1. CEO/COO/Head -Industry Interface -CGSC 2. CGSC team

REQUIREMENTS

Education & Relevant Experience	Essential 1. Education: Management as PG with Engineering background preferred but not essential. 2. Experience: 7-10 years of relevant experience 3. Good networking in various Government bodies/Local Industries /associations Desirable: Good contacts with key decision makers in Industry /govt departments in south region. Skills: 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>
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<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"> • 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
<p>Reporting</p>	<p>This position will report to Head -Industry Interface</p>
<p>Remuneration</p>	<p>CTC- 5Lac to 6 lac P.A</p>
<p>Application</p>	<p>Kindly email your resume at coo@cgsc.in with subject line as “JOB APPLICATION REF:002”</p> <p>Shortlisted candidates will be notified through email/calls.</p> <p>Last date of Application: 10th Jan 2021.</p>