

## Role Description

<b>Role Description</b>	
<b>Role Title</b>	<b>Managing Director</b>
<b>Role Summary</b>	MD would be responsible to build the organization (for a power exchange commissioned during July 2022).
<b>Working with (Supplement with org structure)</b>	Board
	Group Functional Heads / Managers (Operations, Regulatory, Legal, Business Development, Finance & HR)
<b>What the role entails</b>	<ul style="list-style-type: none"> <li>• Incumbent would be responsible to scale up the business of the organization</li> <li>• Should have good relationship with nodal agencies CERC / CEA / SERC etc</li> <li>• Should have excellent relationship with important stakeholders in IPP's / Developers</li> <li>• Regular meetings with senior officials (MD / Chairman etc) of State Utilities, Generators and Members</li> <li>• Develop plan and strategies for introducing new products</li> <li>• Increasing participation by registering new members and clients</li> <li>• Policy Advocacy through meetings and conferences at National and Regional Level</li> <li>• To bring/Increase volume on the power exchange platform through addition of new members and participants</li> <li>• To manage diverse expectations from key stakeholders, including investors, business partners, etc.</li> <li>• Formulation of strategic vision for the business, developing business strategies and operating plans for short term and long term horizons,</li> <li>• Ensuring standards of quality and performance,</li> <li>• Closely monitoring the operating and financial results against agreed plans and budgets.</li> <li>•</li> </ul>
<b>Indicative KPIs</b>	<ul style="list-style-type: none"> <li>- Increment in the volume on the power exchange</li> <li>- Drive the top and bottom lines of the company</li> <li>- Capacity building exercises and participation in events with regulatory</li> <li>- Starting of DAM and RTM segments on Exchange successfully</li> </ul>
<b>Location</b>	Noida

	<b>Essential</b>	<b>Desirable</b>
<b>ELIGIBILITY criteria:</b>	A bachelor's degree from recognised university/institute preferably in mechanical/electrical engineering. MBA/ Other qualifications will have added advantage	

<b>Experience</b>	Minimum 25 years of professional experience	Experience in Power Exchange / Exchange platform.  Preferrable 2 years of residual service as on the date of notification of vacancy
	Age of Superannuation: 60 years	
	Self-driven/entrepreneurial personality with managerial capabilities/experiences	
	Excellent negotiator and relationship management.	
	Ability to work under minimal supervision.	
	Cross-functional management capability.	
	Strong Interpersonal and Collaborative skills.	
	Process oriented, analytical decision-making, Problem-Solving Skills and hunger for Continuous Improvements.	
	Business Presentation and Communication Skills with financial/commercial acumen  Managing diverse expectations from key stakeholders, including investors, business partners, etc.  Candidate should possess adequate experience/exposure at a senior management level in power sector.	

**Acumen Requirements**

<b>Strategic</b>	Demonstrated experience in stakeholder management with strong handle on risk and reward
	Demonstrated experiences in implementation of operational processes and risk management.
	Hunger to try new things on an on-going basis (not a onetime activity)
<b>Financial</b>	Ability to demonstrate the financial impacts as a result of risk identification and mitigation.
	Strong commercial acumen to be able to link engineering aspects to commercial outcome
<b>Operational</b>	Advocacy to Compliance and operating governance culture by ensuring adherence to operational excellence framework
	Demonstrated experiences in achieving highest standard of operational performance.

<b>People</b>	Ability to mentor a team of skilled professionals. Exceptional People management skills with ability to develop people connect across various functions.
	High energy, positivity, humour
<b>Behavioural Competencies</b>	
<b>Achievement Orientation</b>	Takes calculated risks to deliver significant value to the business
	Thoughtfully commits significant resources in the face of uncertainty to reach challenging goals
<b>Leadership</b>	Communicates a compelling vision, often with a sense of a higher purpose or mission
	Generates excitement, enthusiasm and confidence in the group mission
	Inspires the team to achieve their own and the strategic goals; Empowers the team to perform to their best and beyond
<b>Innovative Thinking</b>	Tries new ways and adapts own strategy to innovate
	Thinks of and comes up with alternative approaches/working methods which can lead to better outcomes
<b>Analytical Decision Making</b>	Does in-depth research and obtains relevant information from unusual sources in order to make more informed decisions, within the desired timeframe. Keeps up with global trends and cutting-edge technology
	Evaluates and establishes norms/ processes that enable quick and timely decision making within business.
<b>Impact and Influence</b>	Brings a coalition of people together to support an idea or Change
	Builds behind-the-scenes support for a specific agenda based on an understanding of the informal influence hierarchies and the organizational culture