

<b>Organization:</b>	<b>Capital Goods &amp; Strategic Skill Council (CGSSC)</b>	<b>Unit:</b>	Head Office NCR-Delhi/ Bombay/ Bangalore
<b>Position:</b>	Assistant Manager/ Deputy Manager -Industry Interface (Positions- 1)		

## JOB PURPOSE

This position at CGSSC drives the revenue engine and looks to leverage the competency and capability for overall implementation of the skill development programs in conjunction with the respective stakeholders. The work would involve increase the CGSSC revenue and capacity in terms of Industry participation in skilling and placement activities.

The primary objective is to carry-out Business Development, with secondary objective to support skill-related Training & Development, and other allied functions at CGSSC.

- Achieving business goals and revenue targets.
- Managing internal and external stakeholder relations and negotiating contracts.
- Pre-sales and Post-sales aspect.

## OPERATING NETWORK / INTERFACE

<b>External Interface</b>	<b>Internal Interface</b>
<ol style="list-style-type: none"> <li>1. Capital Goods Manufacturing Industry</li> <li>2. Capital Goods Industry Experts</li> <li>3. Strategic/ Defence &amp; Maritime Industry</li> <li>4. Technical, Vocational, Academic institutions</li> <li>5. Autonomous, Semi-Autonomous, and Private players</li> <li>6. State Skill Missions/ Government departments</li> </ol>	<ol style="list-style-type: none"> <li>1. CEO/ Head -Strategy &amp; Industry</li> <li>2. CGSSC team</li> </ol>

## REQUIREMENTS

<b>Education &amp; Relevant Experience</b>	<b>Essential</b>
	<ol style="list-style-type: none"> <li>1. Education: MBA / Bachelor's in Mechanical/ Mechatronics/ Electrical Engineering.</li> <li>2. Experience: min. 4-5 years of Corporate Sales. Experience in Education sector will be an added advantage.</li> <li>3. Good networking in Corporate/ PSU and Government Bodies/ Local Industries /Trade Associations.</li> <li>4. Desirable: Good contacts with key decision makers in manufacturing Industry /govt departments. The job involves travelling.</li> </ol>
	<b>Skills</b>
	<ol style="list-style-type: none"> <li>1. Go Better</li> <li>2. Well versed with AI tools.</li> <li>3. Excellent- Communication, Proposal Writing, Team Player, Entrepreneurial mindset.</li> <li>4. Improvisation with strong planning, analytical, and technical skills.</li> <li>5. Strong Process knowledge to build the process document.</li> <li>6. Strong IT and Presentation skills.</li> <li>7. People process oriented.</li> </ol>

<b>Competencies</b>	
<b>Technical (Knowledge, Skills, Attitude)</b>	<b>Generic / Managerial</b>
<b>Technical Knowledge &amp; Skills</b> <ul style="list-style-type: none"> <li>• Deep exposure to Industry</li> <li>• Process oriented</li> <li>• Excellent IT Skills &amp; AI exposure.</li> </ul> <b>Attitude</b> <ul style="list-style-type: none"> <li>• Creative, Go Getter</li> <li>• Passionate about working with people and impacting the lives of the people at the bottom of pyramid</li> </ul>	<ul style="list-style-type: none"> <li>• Entrepreneurial Drive.</li> <li>• Ability to consistently clock targets.</li> <li>• Ability to engage and influence key decision makers.</li> <li>• Ability to deal with various internal/ external stake holders.</li> <li>• Must have demonstrated multi-tasking abilities and be able to work both independently and with a group.</li> <li>• Team Player</li> </ul>
<b>Reporting</b>	This position will report to Head- Strategy & Industry and based out listed location.
<b>Remuneration</b>	CTC- As per Industry Standards.
<b>Application</b>	<p>Kindly email your resume at <a href="mailto:hr@cgssc.org">hr@cgssc.org</a> with subject line as “JOB APPLICATION REF:06/23” Shortlisted candidates will be notified through email/calls.</p> <p>Last date of Application: 30<sup>th</sup> December 2023.</p>