

**Job Description****Code:- SR. MGR - BUS. DEV****Position****Senior Manager Business Development (Location : Delhi)****Role Purpose**

Work with Astonfield leadership team to build strong relationships with energy stakeholders in Indian States and the Central Government while managing projects from Concept up to Financial Closure.

**Key Activities**

- Supporting Astonfield's business development process through the creation of proposals and other necessary documentation
- Identification of new business opportunities in the country, including Greenfield opportunities and screening of bidding opportunities
- Review and screening of bidding opportunities, participation in pre-bid conferences
- Assessment of sites, assessment of processes for State wide policies for land acquisition, land selection and acquisition, PPA and various permits & clearances, networking and building linkages, support the team with techno-commercial issues with closing
- Discussions for Power Sale Arrangements involving MOU/ PPA discussions with Government authorities
- Securing Permits at state and center for projects under development, such as approvals from nodal agencies, registration with various authorities and obtaining key clearances
- Undertaking & understanding regulatory/policy and analysis of related commercial aspects of the proposed projects
- Proactively support Company's efforts through interaction with Government authorities on all policy and project specific matters
- Policy advocacy on key regulatory and policy matters, both at the central and state level to ensure that Company stays ahead of the curve in conceptualizing projects based on imminent policy changes
- Arrange and participate in meetings with key senior bureaucrats and Ministers for senior executives of the Company

**Critical Exposure Areas**

- Good exposure of Business Development and Energy Sector
- Well versed with working with State-level governments at senior and local levels on infrastructure issues
- Strong communication and interpersonal skills, both written and oral

**Reporting Structure**

To GM – Business Development

**Span of Control**

To coordinate Astonfield business development efforts at one or more states with the oversight of the Senior Management to successfully achieve group targets

**Experience**

8 - 12 Years minimum for Senior Manager. The ideal candidate for this position must possess senior level experience and/or passion in business development of medium scale / infrastructure / construction / power projects