



## **GENERAL MANAGER / DEPUTY GENERAL MANAGER – PROJECTS - 1 POST**

### **Job Profile:**

Responsible for market analysis, business procurement and execution with experience in Tendering, Estimation, Costing, Techno-commercial aspects of project management, civil, hydel, power, infrastructure, construction, erection, commissioning, etc. Understand revenue models and cost-to-completion projects and make decisions accordingly.

### **Job Description:**

- Build a knowledge base of each client's business, organisation and objectives
- Improve the company's market share of business
- Overall leadership and mentoring of the marketing and order execution teams in bringing in new business and meeting commitments in terms of Quality, Delivery and value for the price paid by the customer.
- Resource Planning by way of manpower, plant and machineries, finance etc
- Planning / Procurement of materials and subcontracting of works
- Accurate forecast of revenue, profitability, margins and utilisation
- Ensure project legal documents are complete, signed and in conformity with requisite norms

### **Qualifications:**

Preferably an Electrical Engineer from an Institute of repute with proven project management skills.

### **Experience:**

Must have sound experience in techno commercial aspects of Project Management with approx. 16 years experience in execution of electrical turnkey projects. Experience in small / micro hydel projects will be an added advantage.

The person should be result-oriented, with a focus on business strategies for expanding business, ready to travel, comfortable in dealing with senior company / government personnel and experienced in procurement of materials and subcontracting of works

### **Age:**

Preferably around 45 years

**GENERAL:** Preference will be given to SC/ST/OBC candidates. Relaxations will be as per Government directives. Remuneration will be commensurate with experience and qualifications and relaxation in qualifications, experience, etc., will be made only in the case of deserving candidates. Those working in Govt./ PSU should apply through proper channel or produce a No Objection Certificate from their present employer at the time of Interview, in case they are short-listed. Incomplete application forms shall be liable for rejection.

Eligible candidates should forward their applications THROUGH POST ONLY to GM(HR&IM), Biecco Lawrie Limited, P-54 Hide Road Extension, Kolkata 700 088 within fifteen (15) days from the date of publication of the advertisement