

Job Description

Position: EVP/ SVP BD & Consulting

Internal Grade: EVP/ SVP

Reporting Manager: Executive Director BD & Consultancy

PTC India Ltd.

PTC India Ltd. (PTC) was established in the year 1999 as a Government of India initiated Public-Private Partnership to undertake trading of power and to develop a vibrant power market in the country.

The pioneering services of the Company preceded the recognition of Electricity Trading as a distinct licensed activity in the Electricity Act, 2003. PTC holds a Category- I trading license from Central Electricity Regulatory Commission (CERC), the highest category with permission to trade unlimited volumes.

The Company's (standalone) PAT in FY2022-23 was ~ Rs. 369.74 Crores and Net Worth as on 31st March 2023 was ~ Rs.4132.28 Crores. The turnover (including other income of Rs. 22.13 Crores) of the Company in FY 2022-23 was Rs. 14,909.57 Crores. PTC's current capital base is ~ Rs.296.01 crores. The stock of the Company is listed on major stock exchanges in India i.e. NSE and BSE.

The Company has two subsidiaries, namely, PTC India Financial Services Limited (PFS) and PTC Energy Limited (PEL).

For information about the Company, please visit www.ptcindia.com

Job location

Delhi, India

Description of tasks

Key Responsibilities	
1.	Business development in new areas and expansion of existing business in the Power Domain
2.	Consulting to clients both on Technical and Managerial areas including Portfolio Management & Energy Efficiency
2.	Project Execution from Tendering, contract to commissioning
3.	Resource Optimization including to provide adequate resources-manpower, tools & equipment etc to all live projects
4.	Optimizing expenses under consultancy business through periodic reviews of project specific expenses with respect to budget envisaged further to develop innovative ways of optimizing project expenses
5.	Revenue realization as a routine target / follow-up with the respective project managers
6.	Compliance Adherence

KPIs -

Key Performance Indicators
Profit Margin, Repeat Orders, Projects under new business areas, Realization of payments Compliance adherence and Business development in new areas and expansion of existing business in the Power Domain

Job Description

Qualification

Education

Bachelor's Degree in Engineering, Post Graduation in Management will be an added advantage.

Experience

20 - 25 yrs.

Specific knowledge

Hands on Project Management experience of projects related to power sector. Proven track record of success in managing multiple projects across the country. In-depth knowledge of related Indian power grid regulations and related compliances. Demonstrated P&L responsibility atleast for last three years. Expertise in renewable energy integration. Experience of handling large teams at multiple locations.

In Order to apply for the position, applicant may send their details resume with the Covernote in the prescribed format @ koel.singhal@ptcindia.com.

Job Description

Format of application shall be as follows: -

Personal Details

Name :
Father's Name :
Mobile No. :
Email Address :
Residential Address:
Date of birth :

Educational Qualification

Level	University/Institution	Year
Graduation		
Post Graduation		
Professional Qualification		
Additional Qualification, if any		

Experience

Total Experience :
Experience in Power sector :
Experience in Project Management :

Name of Co.	Position/ Designation	Role	Listed (Y/N)	Year		CTC	
				From	To	From	To

Brief Resume of not more than 200 words (to be attached)