

SECTION IV: KEY RESPONSIBILITIES AND ACCOUNTABILITIES OF THE ROLE

Assist the sectorial/project lead in identifying new business opportunities in the oil and gas/marine and offshore field which are in line with and will help in achieving the Strategic Plan / Vision / Mission of the organization as recommended by the Corporate Planning Cell from time to time.

Proactively work with the team and explore potential business opportunities in the oil and gas/marine field

Assist sectorial/project lead to assess progress achieved in Strategic Plans and various BD Activities / Projects by preparing status update reports highlighting BD activity on various projects along with roadmap and financial aspects.

Preparing the Project Concept Definition for New Opportunities identified or as directed

Responding to EOJ / RFQ / RFP tenders released by respective authorities pertaining to the Project.

Conducting Initial Market Assessment required for project/new opportunities in collaboration with the BD, Sales and Marketing and Commercial Teams.

Risk Assessment for various opportunities being analysed including preparation of Risk Mitigation Plan and Review and Update of Risk Register for each Project.

Preparation and updation of initial and detailed Business Plans / Model for each opportunity being assessed throughout the lifecycle of the Project in consultation with all internal and external stakeholders as per the Stage Gate Model for Project Development adopted by the Group. Ensuring such Plans / Models are in-line with the Company's Overall Strategic Plan / Vision / Mission.

Preparation of Initial Feasibility Report for the opportunity being assessed.

Preparation, Review and Updation of Business Development Budgets for each stage of the the Project Lifecycle till EPC Stage and overall Project Budget as per the Stage Gate Model in consultation with the Project/sectorial Lead.

Preparation of detailed and exhaustive Financial Model in line with the Business Plans which will be used by the Bankers for Financial Closure for the Project. Review, Assessment and Sensitivity Analyses of Key Financial Indicators i.e., Levelised Tariff, NPV, Project IRR, Equity IRR, DSCR, Payback Period, etc. for all Projects.

Coordination with all internal and external stakeholders for preparation of all deliverables, reports, presentations required at each stage gate of the Project Lifecycle. Responsible for presentation and obtaining approval of Investment and Other Committees for Project Development Activity along with the Project Lead.

SECTION V: PERFORMANCE GOALS AND INDICATORS FOR THE ROLE

Listed below are the key performance goals for the role. Performance Goals are the critical outcomes of a job contributing to the organization's and role's success.

SECTION VI: KNOWLEDGE AND SKILLS

This section contains the *minimum* qualifications, technical skills and capabilities which are essential to execute the role. It may not be a reflection of job holder's own qualification and skills.

Education Qualifications	B.E. (marine/mechanical/ naval architecture/chemical) with MBA in Finance/
Experience	<ul style="list-style-type: none"> - Atleast 7 years of work experience - Minimum of 5 years of experience in the oil and gas Sector - Knowledge of the marine industry would be an added advantage - Knowledge of key domestic players, their areas of operations, existing and planned activities and capacities etc.
Functional skills required to execute the role	<ul style="list-style-type: none"> • Team Player • Must be self-motivated and take responsibility for required work • Willingness to adapt to changing priorities and business environment • Excellent written and verbal communication and presentation skills. • Expert knowledge of MS Office Applications (Excel, Word, Power Point) • Demonstrates essential professional etiquette required for role • Proven overall business development experience in the _Oil and gas sector