

## **SENIOR CONSULTANT (Management Consultancy)**

### **Requirements:**

- ❑ First Class Post Graduates in MBA/PGDM from reputed institutes, or **CA/CFA/CMA**, with minimum 12 years' post qualification experience preferably with reputed consultancy firms, in the areas of Corporate Strategy, **Mergers & Acquisition**, Transaction Advisory, PPP Projects, Finance Facilitation, **Private Equity Funding**, **Debt Restructuring**, **Market Research**, HR Consultancy, etc.
- ❑ Candidates with an Engineering background, in addition to the above qualification would be given preference.
- ❑ Preference also would be given to MBA professionals with Real Estate /Commercial Development experience, having associated with at least one project above Rs.150 Crores, each.

### **Responsibilities:**

- ❑ To support the management team in providing leadership and deliverables towards the Company goals and Group objectives.
- ❑ To undertake Business Promotion activities like identification of business opportunities, developing concept notes, preparation of proposals, follow up with clients and to lead a team of consultants by providing timely advice and guidance and to achieve the specific target set for the sub-groups.
- ❑ Corporate Strategy - Preparation of vision document, business plans, turnaround strategies, revival and rehabilitation proposals, asset utilization strategies.
- ❑ Project reports - Undertaking feasibility studies, financial modelling, financial statements, developing financial indicators, sensitivity analysis, cost-benefit analysis.
- ❑ Transaction Advisory & PPP Projects - Project advisory encompassing structuring and financial modelling, preparation of documents for bid process management like EOI, RFQ, RFP, DCA.
- ❑ Market Research & Studies - Conduct analyses and develop insights, conduct market research and benchmarking studies.
- ❑ Finance Facilitation - Advisory services for financial institutions in project appraisal & promoter evaluation, loan syndication and Corporate Debt Restructuring.
- ❑ HR Consultancy - HR study, organization restructuring, Balanced Score Card, developing HR systems, training and development.
- ❑ To monitor, check and ensure that the assignments are completed according to agreed parameters, within specified time while adhering to agreed quality standards.
- ❑ To provide effective consultancy services as per highest professional quality, demonstrating efficiency and confidence to clients on the project processes.
- ❑ To follow up with clients for getting feedback on the output provided and for ensuring cash flows are met as scheduled.

## Remuneration and Perquisites

Grade	Senior Consultant Gr. I	Senior Consultant Gr. II
Scale of Pay	35900-1550-45200-1950-62750	30300-1250-37800-1550-51750
Dearness Allowance, calibrated to Government price indices	As per Central Govt. Norms (at present it is 125% of Basic Pay)	As per Central Govt. Norms (at present it is 125% of Basic Pay)
HRA	30% of Basic Pay	30% of Basic Pay
City Compensatory Allowance	300.00	300.00
Conveyance Allowance(if one owns and uses a Four wheeler)	5500.00	5500.00
Telephone - Mobile	800.00	800.00
- Land phone	1500.00	1500.00
Medical Allowance for OPD consultations	1250.00	1250.00
Reimbursement of subscription for English Newspaper and English Magazine limited to:-	300.00	300.00
Company Contribution to Provident Fund	12% of Basic + DA	12% of Basic + DA
Approximate total emoluments per month at minimum of scale. (Performance related pay, monetized value of other perquisites would be additional)	<b>110888.00</b>	<b>95096.00</b>

(Total emoluments have been calculated based on the base figure of the scale for each grade)

**Other benefits**

- Free Lunch Facility
- Gratuity as per Gratuity Act
- Reimbursement of Hospitalization Expenses as per rules
- EDLI as per Employees Provident Fund and Miscellaneous Provisions Act, 1952
- Leave Encashment as per Company Rules
- Casual Leave/Sick Leave/ Privilege Leave as per Company Rules
- Incentive as per Productivity Linked Incentive Scheme of KITCO
- Site Allowance as per Company Rules if postings other than Head Office
- Reimbursement of Children Education and Hostel Allowance as per Rule 2BB of the Income Tax Act
- Leave fare concession as per Company Rules

**Note:**

Candidates with exceptional qualification & suitability to the post applied for, may be considered for additional increments at the time of initial joining. Grade as well as Remuneration & Perquisites will also not be a constraint for the right candidates.

