

SENIOR CONSULTANT (Management Consultancy)

Requirements:

- First Class Graduates/Post graduates in Engineering with MBA/PGDM from premier institutes like NITs, IIMs, etc., 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**, 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 and lead the Team and achieve the targeted deliverables in line with Group Objectives and Company goals.
- 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.
- 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.

the consultants

Remuneration and Perquisites

Grade	Senior Consultant Gr. I	Senior Consultant Gr. II
Scale of Pay	75300-3250-94800-4100-131700	63600-2600-79200-3250-108450
Dearness Allowance, calibrated to Government price indices	As per Central Govt. Norms (at present it is 7% of Basic pay)	As per Central Govt. Norms (at present it is 7% 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)	6300.00	6300.00
Telephone - Mobile/ Landphone	2000.00	2000.00
Medical Allowance for OPD consultations	1250.00	1250.00
Reimbursement of subscription for English Newspaper and English Magazine limited to:-	333.00	333.00
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)	123013.00	105481.00

(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.

