

## **Head- Business Development & Commercial**

Nava Bharat Ventures Limited (NBVL) an INR 28 billion diversified business organization with interests in power generation, ferro alloys, mining & health care having its manufacturing facilities and its subsidiaries in Asia and Africa, is looking for an experienced professional in leading and driving Business Development & Commercial activities from our corporate office, Hyderabad, Telangana.

The company has track record of more than four decades of successful operations. The core values comprise conservation of energy and natural resources, environment protection, workplace excellence, maintaining high standards of operational efficiency, nurturing and retaining talent and community development around the manufacturing facilities with initiatives focusing on health, education and livelihood.

### **Position Description**

To develop, lead and drive business development and commercial activities at corporate level for maximizing contribution from products, minimizing landed cost of strategic inputs, and increase business growth.

### **Roles& Responsibilities**

- Studying market dynamics in steel production in domestic and international markets and deriving demand for ferro alloys therefrom.
- Studying market dynamics of ferro alloys and price trends in domestic and international markets and providing research-based analysis to leadership for right decisions and strategies.
- Developing sales and procurement strategy for ferro alloys that ensures cost optimization and consistent growth in profitability.
- Identification of new customers in domestic and international markets.
- Identification of low-cost raw materials in domestic and international markets
- Planning production of chromium and manganese alloys in the ferro Alloy Plants of the company.
- Coordination with the company's ferro Alloy Plants for production and deliveries to meet customer requirements.
- Maintaining excellent relationships with suppliers and customers of ferro alloys and tactfully addressing any customer grievances.
- Ensuring Timely realization of payments from customers of ferro alloys.
- Planning and procurement of basic, large-value raw materials like ores, coal, etc. required for production of ferro alloys.
- Any other matters related to Marketing and Commercial Functions at Corporate Office.

**Reporting Relationship**

- Reports functionally and administratively to Senior Vice President.

**Supervisory Responsibilities**

- Need to coordinate closely with Marketing and Commercial, Business Development colleagues, Unit Heads and HODs at business units

**Requirements:**

- Master's degree in Business Administration with specialization Business Development.
- Experience of 15-20 years in ferro alloys, steel, minerals and commodity industries. Candidates with understanding of ferro alloy market would have added advantage.

**Application Procedure**

Interested candidates with requisite qualification & experience can submit their CV along with soft copy of their passport size photograph to [hr@nbv.in](mailto:hr@nbv.in) . While submitting the CV, please mention the subject line as “Head- Business Development & Commercial”.