

(1) **Job Context:**

IL&FS Cluster Development Initiative Limited (IL&FS Clusters) focusses on providing solutions to the manufacturing sector under a cluster format, and primarily tailored to specific industrial sectors like textiles & apparel, agri & food processing, leather products, electronics, engineering, and other sectors which have high potential for growth and job creation

IL&FS Clusters has two main service offerings (i) Policy Advisory & Implementation – which involves assistance to Government in implementing their schemes, with a view to mobilizing investments in specific sectors, and thereby creating employment opportunities; and (ii) Project Development & Management – which involves assisting the private sector in conceptualizing, developing and implementing projects

Our services have emphasis on facilitation of investments, identification of competitive locations for investment, infrastructure creation/ up gradation, manufacturing competitiveness, skill development, livelihood generation/ enhancement and local / regional economic development.

A key facet of our offerings to Governments is to mobilize investments in specific sectors (textiles & food processing), formulating policies and implementing them; and also, handhold investments by the industry in the states with which we have engagements

Given this, we are looking for enthusiastic, dedicated and committed professionals to lead the investment mobilization efforts of our company

(2) **Job Role:**

- Formulate and execute an annual Investment strategy and business plan for attracting investments from new geographies /key partner countries to specific states with whom the company is engaged
- Identify potential investment opportunities and projects for grounding investments in Textiles and apparels in select client states
- Appraisal and recommendation of investment proposals
- Analysis of factor conditions leading to investment promotion
- Analysing value chains in textiles sector and allied growth sectors
- Assist State Governments to conduct investment promotion road shows for investments in the states
- Assist State Governments in organizing investor meets, road shows (national & international), sectoral seminars and participation in national and international events
- Assist State Governments in presentation for investments, Promotion seminars/events, arising in organizing national/international investments delegations
- Facilitate site visits and providing information to prospective investors

- Assist State Governments to review of investment proposals for all projects to be placed with the approving authority for any special incentives
- Investments tracking, MIS and tracking. Ensuring the project timelines are met and report to Government / SPV on the progress.
- Business Development – preparing and making presentations to prospective clients which would be from the textile sector – individual companies or industry associations
- Interacting with Govt departments for approvals/clearances for projects which are under implementation (on behalf of clients)

(3) **Key Accountability**

- Close investments by industry in the states with which we have definitive engagements
- Develop strong industry linkages for specific sectors like textiles & food processing
- End to end management of the entire investment proposals including preparing concept notes, projects reports, and closing of the final agreements for investments including allotment of land, etc
- Preparing strong investment pitch and presentations for the clients
- Create outreach for the company internationally, and help in pitching India as a competitive manufacturing destination

(4) **Experience:**

- Academic – MBA (Finance or strategy or marketing) / Masters in Textiles / Masters in Economics
- Work
  - 8-12 years of experience in management consulting/business advisory
  - Atleast 2-3 years of experience in investment promotion
  - specific experience in textile sector will be an additional advantage

(5) **Competency Wishlist:** Presentation Skills, Knowledge of Textile Sector, Business Intelligence and Understanding of Value Chains

(6) **Locations:** Delhi/ Mumbai / Hyderabad

(7) **Remuneration:** As per Industry Standards