

## **Cluster Development Managers**

(Position Code – CDM)

### **(1) Job Context:**

IL&FS Cluster's has been in the project development and advisory business of developing industrial infrastructure for the manufacturing sector, primarily through clusters. PPP transactions are the basis for such developments under some funding from various Government sources as well

The company 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 (ii) Project Development & Management – which involves assisting the private sector in conceptualizing, developing and implementing projects

Project development cycle would typically include studying sectors, understanding policies, identifying specific manufacturing needs of the Indian industry and all allied activities that would include taking the Indian manufacturing landscape to the next level of competitiveness. Enabling the industry to access competitive locations which might be a result of good industrial infrastructure, competitive factor conditions and favourable policy framework, is a primary goal of the company

Currently, we are also working on tech enabled B2B platforms that can help us scale our initiatives exponentially

Given this, we are looking for enthusiastic, dedicated and committed professionals to act as Project Managers for several of our Cluster Development Projects being implemented across the country. In this role, you will be responsible for end-to-end development and management of the project including ensuring the financial success of the same

### **(2) Job Role**

- Responsible for Business Development for Industrial Consulting/ Advisory/ Investment Promotion/ Cluster Development
- End-to-end management of cluster development projects being implemented by us in various government and private mandates
- Advising industry in conceptualization and implementing projects that enhance their competitiveness, through cluster programs and / or investment facilitation
- Interacting with project proponents like small / medium / large companies, group of SMEs through associations or project specific SPVs – from textile sector
- Work with multiple stakeholders – internal team, partners, clients to ensure effective & timely delivery of assignments
- Ensure quality control of compliance in documentation & reporting for all stakeholders
- Prepare program collaterals, success stories and impact study with support from Communications team

- Interacting with project proponents like small / medium / large companies, group of SMEs through associations or project specific SPVs – from textile sector
- Liaising with Governments / Institutions & Departments/ agencies for project development, implementation & monitoring
- Financial Analysis, preparation of Business Plan, Financial Modeling and comprehensive report writing.

(3) **Key Accountability:**

- Increasing revenue and market share in the industrial consultancy domain in alignment with the overall company strategy
- End-to-end management of cluster development projects being implemented by us in various government and private mandates to the satisfaction of our Clients
- Building Key Partnerships and Collaborations
- Successfully introduce new offerings and initiatives in the market

(4) **Experience**

- **Academic** - Post Graduate in any discipline, preferably engineering and/or food and allied sectors
- **Work**
  - 4- 5 years of experience in management & delivery of projects or industry associations
  - Must possess knowledge about the specific industry sectors like Textiles, Engineering, Food and allied sectors
  - Proven ability to implement & deliver projects on turnkey basis
  - Demonstrated skills in people management and collaboration
  - Must have an enthusiasm and drive to contribute to social development

(5) **Competency Wishlist:** Project Management, Business Development, Strategic Thinker and Conscientious Manager all rolled in one.

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

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

**Interested candidates with relevant profile may apply at [iets.recruitment@ilfsindia.com](mailto:iets.recruitment@ilfsindia.com) with Subject: “Application for <<Position Code>>” with their latest CV and a covering letter stating 3 locations in sequence of preference and description of why they would be the best fit for the applied role.**