

Job Description

1. Job Title: Deputy General Manager - Business Development.	Job No:
Direct supervisor:	Department:
2. Job Purpose	
To strategize, lead and direct conceptualization and implementation of New Business Development for business growth of the company	
3. Dimensions	
Operating Budget:	No. of Staff:
Capital Expenditure:	Others:
4. Key Result Areas (Key Accountabilities)	
i.	Provide vision and leadership to develop long & short term New Business Development Strategies for entering in to economically viable new business ventures to enhance the company profitability and prestige.
ii.	Focus on Onsite Products i.e. raw ore, copper concentrate, iron concentrate, smelter slag, concentrator tailings, blister copper. Preparation/Laboratory Analysis/Draft Surveys and Inspections.
iii.	Identify Key Accounts and Projects and develop detailed action plans for Key Accounts Management.
iv.	Conceptualization of new business projects, preparation of pre-feasibility studies and reporting the proposed project to Management for ratification and onward to the Board of Management for fund allocation.
v.	Review, analyze, and collate projects risk, analyze current market/industry trends for formulation of strategies also Identify opportunities to attain business efficiency to reduce operational costs and bottlenecks.
vi.	Relationship Management with Internal & External Stake holders (Functional departments, Consultants, Government Agencies etc) and other counties - to ensure synergy
vii.	Stay abreast of current and emerging technical and professional trends related to respective Function- to strategize and direct changes accordingly
viii.	Provide appropriate advice and assurance at all level for effective compliance of all SOPs, HSE procedures, management guidelines, Legal requirements etc

ix.	Plan, organize, distribute and administer departmental budget - To ensure business efficiency thereby reducing operational costs and bottlenecks.
x.	Develop relations with relevant authorities to identify and obtain new and existing legislation and regulation, which may lead to develop each business lines
xi.	Strong networking in the mineral business: Copper, gold, silver, tellurium, palladium, selenium, iron, lead zinc, Sulphur, marble, limestone etc.
xii.	Summary: The ideal candidate is expected to bring visionary leadership to the table for the formulation of comprehensive New Business Development Strategies in the industry, with a particular emphasis on Onsite Products like raw ore, copper concentrate, and iron concentrate. While industry-related experience is a requirement, candidates with a background in the mining sector will be given additional consideration, recognizing it as a valuable advantage.
5. Job Context:	
The job holder has to device, and evaluate relevant strategies with appropriate action plans and measurement criteria. Lead and drive the new business initiative. The role provides key support to other Departments on as and when required basis. The nature of the job would require travelling.	
6. Communications and Working Relationships:	
Job holder needs to liaison with other members of the Leadership team to develop and propose initiatives to enhance efficiency. Provide support to departments during execution of projects.	
7. Problem Solving, Latitude Exercised, Decision Making Authority and Responsibility:	
Identifies and understand issues, problem and opportunities, develop and evaluates alternatives and solutions. Make key decisions and oversee its execution. Assume responsibility for the assigned objectives and its achievement. Decision making is as per SOPs, Policies and Procedures in accordance with LAM.	
8. Additional Comments:	
9. Approval:	

Recommended by: _____
(Reporting Manager)

Approved by: _____
(Head of Department / GM)

I have read and understood the contents of the JD

Signed by: _____
(Current Position Holder)

Date: _____

- Responsibilities outlined in this document are neither exhaustive nor conclusive and may change as per Company needs