

Job description for the post of “MANAGER- ASSET MONETIZATION”

Company Profile

India International Convention & Exhibition Centre Ltd has been incorporated as a Special Purpose Vehicle (SPV) for the implementation and development of the project with 100% equity from Government through Department of Industrial Policy and Promotion. It is a flagship project of the Government of India with an aim to develop a state-of-the-art Exhibition & Convention Facility in Sector-25, Dwarka, Delhi. It offers a mixed experience with a good location, convenient connectivity, apart from a host of other commercial facilities.

It now plans to expand its operations in its second phase the focus will be on development of hotels, shopping malls and office and commercial spaces to increase its visibility and enhance visitor experience.

To assist the Company in its growth trajectory it is looking for leaders having extensive experience in various domain areas, who will guide and shape its future course.

KEY RESPONSIBILITIES

1. Framing of policies and procedures for Asset Monetization.
2. Coordination with CPSEs / Government entities, due-diligence, monetizing, disposal etc. of various assets.
3. Coordinating with Consultancy Firms/Property Consultancy Firms (IPCs) for preparing feasibility reports, valuation reports, marketing efforts, disposal of the asset, value realization and transaction closure.
4. Monitoring of the asset monetization process of the company including generation/ maintenance of records and reports.
5. Controlling end to end operations and costs across all the cost heads - optimizing efficiency and operations.
6. Networking with IPCs and other intermediaries, stakeholders, local brokers for identifying opportunities.
7. Preparation & review of marketing materials such as presentations, proposals etc.
8. Coordinate survey, micro siting, asset evaluation.
9. Pool details of the asset w.r.t coordinates and details of stakeholders and conduct site inspections.
10. Assess project requirements, initiate & maintain interactions, provide inputs on pricing, participate in discussion making.

11. Manage the entire process of land monetization including land identification, financial valuation, best use analysis, target identification, deal structuring (Joint Development, JV, Outright, Redevelopment), negotiation, legal and commercial due diligence.
12. Prepare information memorandums, financial analysis, analytical, market intelligence, and coordinate with solicitors, legal consultants & Govt agencies.
13. Ensuring optimum client service delivery and engagement - calls, meetings, site visits, presentations, follow up, accurate & timely submission of company proposals to prospective clientele and overall governance during the execution phase.
14. Any other duties as assigned by the Management from time to time.

Eligibility:

- **Nationality/Citizenship:** Candidate must be a Citizen of India.
- **Age:** Not more than 37 years of age as on last date of submission of application.
- **Educational Qualification:** BE/B. Tech (preferably Civil) with a Post Graduate degree in Management with specialisation in Finance.
- **Experience:** Minimum 09 years of post-qualification experience in the domain area of Asset Monetization, Regulatory Compliances & Clearances.

Knowledge and Skills:

- Knowledge of Regulatory Compliances & Clearances.
- Decision making ability.
- Analytical ability.
- Ability to foster collaborative work environment in a multi-cultural and multi-ethnic environment.
- Strong interpersonal skills and the ability to work effectively with wide range of constituencies in a diverse community.
- Ability to communicate effectively, both orally and in writing.

General Conditions:

1. Mere fulfilling the terms and conditions, requirement/qualifications will not vest any right on the candidates to be called for Interview.
2. All qualifications should be recognised by UGC/AICTE/AIU(GoI)
3. Additional weightage may be given to candidates having additional relevant qualifications.
4. Candidates, who are presently employed in Private Sector/ Banks/NBFCs & other institutions, must spell out clearly that his/her designation and scale in his present

organisation is equivalent to or above of that mentioned above. These candidates are required to submit a copy of the Organisation Structure and pay scale of the present employment (duly signed by the candidate) to justify their eligibility for a particular post, in the absence of which the application shall not be considered.

5. Appointment shall be subject to Service and Conduct Rules of the Company as may be framed from time to time.
6. The Company takes no responsibility for any postal delay. Application received after due date shall be summarily rejected.
7. The Company has the right to reject any application/candidature without assigning any reason and the decision of the Company shall be final.
8. Canvassing in any form will be a disqualification.
9. Any changes/modifications in the advertisement will be placed on the Company's website only. Candidates applying for the post are advised to visit the websites regularly.
10. Communication shall be sent at the Present Address mentioned by the Candidate in the application form.
11. In case it is detected at any stage of recruitment that a candidate does not fulfil the eligibility norms and/or that he/she has furnished any incorrect/false information/certificate/documents or has suppressed any material facts, his/her candidature will stand cancelled. If any of this shortcoming is/are detected even after appointment, his/her services are liable to be terminated.
12. IICC reserves the right to conduct a written examination in case the number of applications received from eligible candidates is high. The details of written examination, if any, shall be communicated to the candidates in advance and candidates have to make their own arrangements. Interviews of shortlisted candidates will be at New Delhi only. Candidates will have to make their own arrangements for travel and stay.
13. In case of suitable deserving cases, Company reserves the right to raise/modify the eligibility criteria in minimum educational qualification and/or minimum work experience.
14. Self- Attested photocopies of all certificates/testimonials are to be provided with the application form including:
 - a. Educational/Professional Certificates (right from Class Xth to the latest)
 - b. Experience Certificates (including Appointment & Relieving letters of all previous employers)
 - c. Caste Certificate (in case of SC/ST and OBC)
 - d. Certificate of Ex- Servicemen (incase)
 - e. Copy of last drawn Salary, etc.

No certificate in original is required to be attached with the application. DPIIT/ IICC shall not be responsible for misplacement of such certificates.

15. Any resulting dispute arising out of this advertisement shall be subject to the sole jurisdiction of the Courts situated in Delhi.

Selection Process:

- The qualified incumbents shall be on a contract/deputation basis of "India International Convention and Exhibition Centre Limited" for a period of one year. Joining will be on an immediate basis after selection.
- A Selection Committee will be constituted to shortlist, interview and recommend the candidate.

Scale of Pay & No of post:

Grade: E4- Rs. 70,000-2,00,000/- (IDA)

Post-01 (Unreserved)

HOW TO APPLY

- Duly filled application form along with the resumes and other supporting documents (as mentioned above in point no 14 of General Conditions) may be uploaded on the Company's website i.e., www.iiccl.dpiit.gov.in (Careers> Current Opening>Apply Online) till **09th August, 2024 by 18:00 HRS.**

or

- Resume alongwith duly filled application form and other supporting documents (as mentioned above in point no 14 of General Conditions) should be sent by Speed post/ courier/ hand **super scribing on the envelope** for the post applied at the following communication address. The same should reach on or before **09th August, 2024 at 18:00 HRS.** No application shall be entertained under any circumstances after the stipulated date.

Incomplete applications are liable to be **REJECTED**. Applications shall be accepted only through any of the above-mentioned modes.

Address for communication:

To,

Assistant Manager- HR & Administration

India International Convention & Exhibition Centre Ltd

Tower-1, 08th Floor, Jeevan Bharti Building, Connaught Place, New Delhi-110001

Phone: 011-23317884-8

Disclaimer: The Selection Committee reserves the right to close or cancel the current process without any prior intimation.