

Managing Director (IPGL) : Job Description & Role Requirements

India Ports Global Ltd (IPGL) has been entrusted by Government of India to carry out the task of equipping and operating Container & Multipurpose Terminal at Chabahar Port. The company was initially promoted by JNPT and Deendayal Port Trust with an equity stake of 60% and 40% respectively. The initial paid up capital was Rs. 5 crore which was later enhanced to Rs. 10 crore.

The process of offloading the shares of JNPT & DPT in India Ports Global Limited (IPGL) to Sagarmala Development Company Ltd was completed on 29th November 2018. SDCL has been categorized as Schedule B CPSE as per categorization by Public Enterprises Selection Board (PSEB).

Department of Public Enterprises has laid down certain criteria for categorization and revision (upgradation) of the schedule of CPSEs. This classification system was essentially aimed at providing adequate compensation to Board level executives of CPSEs.

IPGL is 100% subsidiary of SDCL and as per norms, subsidiary companies are categorized atleast one schedule below that of the schedule of the Holding Company. Therefore, IPGL can either be categorized as Schedule C or Schedule D. This could be a guiding principle for the role of MD, IPGL.

Role Description and Key Responsibilities:

I. Chabahar Port Development

- a) Setting a vision and direction for the overall strategy of the company and executing the same
- b) Exploring new business opportunities and taking them to successful closure by engaging with various clients, customers, logistics service providers, shipping companies, port authorities in India, Iran, Middle East, CIS, Russia, Central Asia and Caucasia and East Europe with an intent to cover the trade from Arabian Sea, Middle East and through to the Caspian and Black Sea regions upto Russia and Europe since Iran offers a gateway access to a large hinterland.
- c) Explore opportunities to position Chabahar as a transshipment port for Middle East and Eastern Africa
- d) Ensuring the proper development and growth of the Chabahar port project of IPGL
- e) Managing and maintaining relationships with the requisite government agencies in India (MEA, MoS, Navy, MoD, Indian Coast Guard etc.) and Iran
- f) Mentor, motivate and manage the team of IPGL as well as maintain harmonious and growth-oriented relations with the O&M service provider in Chabahar and other stakeholders in Iran/Chabahar port

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2. Role of MD & Corporate Matters:

- a. Monitoring the performance of the company to the defined objectives and compliance with the relevant regulations and rules, as applicable
- b. Responsible for overall affairs and financial health of the company
- c. Conduct regular Board meetings and apprise the shareholders and board members on timely basis on various aspects of the company's business and operations
- d. Ensure adherence to fiduciary and professional norms and conduct of company's business
- e. Manage & promote social media for self and company responsibly

3. Growth

- a. Continuously scan and scout for new projects of interest to GoI/ MoS/ SDCL from a business and strategic perspective
- b. Take up responsibility and project development for other projects of IPGL in countries
- c. Contribute to sector development by contributing knowledge papers, speaking at conferences, seminars etc.
- d. Improve and manage publicity of IPGL and success of Chabahar Port and other initiatives of IPGL

The Candidate will have to agree to Performance Targets over a 5-year period with 1-year intervals on the outcomes above at the beginning of the role. The evaluation and continuation of the candidate in the role would be dependent on the achievements against performance targets.

ELIGIBILITY CRITERIA:

AGE :

On the date of occurrence of vacancy (DOV)

- Minimum Age – 40 years and Maximum Age: 55 years
- Superannuation is 60 years and extendable as per Applicable Rules. Tenure of MD would be extended strictly on merit and performance basis

EMPLOYMENT STATUS:

The applicant must, on the date of application, as well as on the date of interview, be employed in a regular capacity – and not in a contractual/ad-hoc capacity – in one of the followings:-

- a. Central Public Sector Enterprise (CPSE) (including a full-time functional Director in the Board of a CPSE);

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- b. Central Government including the Armed Forces of the Union and All India Services;
- c. State Public Sector Enterprise (SPSE) where the annual turnover is Rs 500 crore or more;
- d. Private Sector in an Indian company where the annual turnover is Rs 500 crore or more. (The average audited annual turnover of three financial years preceding the calendar year in which the post is advertised shall be considered for applying the approved limits). For a foreign private company, the minimum turnover would be USD 100 Mn
- e. Autonomous Institutions (such as Major Port Trusts) or Government Undertakings in India
- f. Foreign Government institutions Or Trade/ Transport Bodies/Boards Or Port Authorities Or semi-government institutions are also encouraged to apply

EXPERIENCE:

Applicants should possess adequate experience and held a post at a senior level of management in Ports, Shipping and Logistics sector with following experiences:

1.	Scale of Pay	Negotiable and would not be a constraint for the right candidate. Post would be on contract basis and not on deputation basis
2.	Qualification and Experience	
3.	Essential Qualifications and Experience	<p><u>Education</u></p> <ul style="list-style-type: none"> • Graduate with a Post-Graduate in Management from a top tier institute of international or national repute <p>OR</p> <ul style="list-style-type: none"> • Any other full-time degree or post graduate degree in Port management /Logistics management/ Supply Chain management from an institute of national/ international repute <p>If working in private sector (Indian or foreign):</p> <ul style="list-style-type: none"> • Should have minimum 15 years' experience overall in the ports, shipping and logistics industry in Sales/Marketing/Business Development/ Operations with at least 3 years of experience in a senior management

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		<p>role</p> <ul style="list-style-type: none"> Senior management position roles would be considered as General Manager/ Vice President / Executive Director or higher <p>If working in public/ govt. sector (Indian or foreign):</p> <ul style="list-style-type: none"> Should have at least 15 years' post-qualification experience in the executive cadre in the relevant area in a Govt. / Public Sector Undertaking / Autonomous Institutions/ Central Public Sector Enterprise (CPSE) Should have experience of working in E8 grade for at least 2 years If working in Governemnt Sector Should be at least in SAG grade.
4.	Desirable Experience	<p><u>Global / International experience</u></p> <ul style="list-style-type: none"> Experience of working in multiple geographies is preferable Experience of working in Iran/Middle East/CIS/Russia/Central Asia/East Europe is preferable International experience/ projects/ assignments in other countries would be favourably considered <p><u>Sector experience:</u></p> <ol style="list-style-type: none"> Thorough knowledge of port & shipping sector and associated EXIM logistics - Operations Demonstrated ability to lead top management teams and drive business growth and improve company performance specifically in Business Development/ New project development/Sales & Marketing Understanding of trade patterns in region and Iran-India trade and Iran-Middle East, India-CIS-Central Asia-Russia <p><u>General Management and CXO experience</u></p> <ol style="list-style-type: none"> Ability to define strategy, draft business plans and monitor company performance to align

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		<p>with business plans and stakeholder expectations</p> <ol style="list-style-type: none"> 2. Broad understanding of commercial and financial matters 3. Broad understanding of corporate matters, regulatory and legal compliances of a private company 4. Knowledge of conducting Board meetings and maintaining fiduciary responsibilities, including Internal Audit, New Investments and Procurement principles 5. Broad understanding of maintaining accounts and taxation issues <p><u>Location & Travel</u></p> <ol style="list-style-type: none"> 1. Base location: New Delhi. Mumbai can be considered depending upon requirement of candidates. 2. Would require frequent travel to New Delhi (if Mumbai is base location) and Iran and/or other regional countries for business development
5.	Certification by the Candidate	<ul style="list-style-type: none"> • Candidate has to submit his/her willingness for the post at the time of interview itself clearly stating that he/she will join the post, if selected. If any candidate does not initially give his/her willingness, he/she will not be interviewed. • The selected candidate will have to join within one month of issue of letter of appointment.

General Conditions:

- All qualifications should be recognized by UGC/AICTE/AIU(GOI) in case of Indian institutions. In case of foreign institutions, relevant documents on accreditation/Affiliation to relevant & recognised Authority or Board or Institution would need to be provided by candidate.
- Additional weightage may be given to candidates having additional relevant qualifications/certifications
- Appointment shall be subject to Service and Conduct Rules of IPGL
- Eligibility and experience can be relaxed by the Selection Committee in case of exceptional candidates.

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- 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 be cancelled. If any of these shortcomings is/are detected even after appointment, his/her services are liable to be terminated.
- Interview of short-listed candidates shall be held at Ministry of Shipping in New Delhi in person or on video-conference. Any request for change of address for interview shall not be entertained.

Submission of Applications:

- Self-Attested Photocopies/ scanned copies of all certificates /testimonials are to be provided with the application form including:-
 - a. Educational / Professional Certificates (right from Class Xth/Grade 10/ High School or equivalent to the highest)
 - b. Experience Certificates (including Appointment & Relieving letters of all previous employers)
 - c. Copy of last drawn Salary, Compensation Certificate etc.
 - d. Identification papers –
 - a. Passport for foreign candidates
 - b. Aadhar/Passport/Voter ID for Indian candidates
- The last date for receipt of applications is 45 days from date of advertisement (including date of the advertisement). No application shall be entertained under any circumstances after the stipulated date. Incomplete applications are liable to be rejected.
- Prospective candidates from the Central Public Sector Enterprises and Government offices shall submit their applications, through proper channel

Applications are to be addressed to through post/ courier/ e-mail:

Shri A. Janardhana Rao,
MD, Indian Ports Association,
1st Floor, South Tower, Nbcc Place,
Bhisham Pitamah Marg, Lodi Road,
New Delhi, Delhi 110003

Email : md.ipa@nic.in

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