

## Advertisement for Appointment of Managing Director, KITCO Limited (on contract basis), Location: Kochi

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KITCO Ltd. is the Pioneer in Technical Consultancy in India and a leading multi - disciplinary consultancy organization offering wide range of Consultancy services from "Concept to Commissioning".

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It was established in 1972 as the first Technical Consultancy Organization (TCO) in India, jointly by Industrial Development Bank of India, Government of Kerala and public sector banks. It extends consultancy services in architectural, engineering, technical, management and financial sectors. The consultancy services include Detailed Project Reports (DPR), Techno

Economic Feasibility Studies (TEFS), Market Studies, Project Appraisal, Engineering Consultancy, Technology Consultancy, Management Consultancy, Financial Consultancy, HR consultancy, Detailed Engineering, Project Management Services, Transaction Advisory, Independent Engineer Services, Revival Studies, Customer Satisfaction Surveys, Environment Impact Assessment (EIA) studies etc.

					250			
				300				

Organization has a competent team of more than 250 professionals in various specializations and is empaneled with more than 300 central and state government departments, public sector enterprises and autonomous organizations in India.

We are looking for a suitable candidate for the position of Managing Director of KITCO. Accordingly, applications are invited from eligible candidates for the post of Managing Director of KITCO on contract basis.

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7 4.	Name of the Post	
		Managing Director – KITCO Ltd.
В.		
	Type of Post	On Contract Basis.
C	OO OO. No. of	□□ / 1 (One).
	Post	
D.		DDDDD Kochi.
	Place of Posting	
E.		
	Period of Contract	

		The term of the contract of Managing Director – KITCO
		Ltd. will be initially for a period of three years,
		extendable, at sole discretion of the Bank, for a further
		period of up to three years.
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1.	Key Deliverables	
		Responsible for the company's profitability and
		growth of EBITDA to sector best benchmarks over
		3 to 5 years time frame while growing the top line
		of the organization, as well as overall management
		of the company.  > 0000 00000 00 00000 0000 0000 00000 0000
		Partnering with the Board, customers and
		employees in drafting out and implementing
		future strategy
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		Networking with government body and industry to
		lead business development activities of the
		organization.
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		Align the organization for seamless execution and
		speed to market, while retaining and recruiting
		high caliber leadership talent.

Provide optimized and value enhancing services
for all ongoing projects as per the client
requirement & objectives of the company.
Special focus on quality of deliverables and
meeting the deadlines.
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> Strengthen the current practices and
continuously evolve/launch practices/sub-
practices as per market demands, strategy fit,
and profitability goals.
> Be the face of the company and create unique
brand recognition in the market that evokes
respect from customers and employees while
espousing the values that the company stands
for.
>
Manage ongoing business performance while
scaling and delivering short-term and long-term
objectives on time.

			>	Develop a culture that allows for transformation
				of the company from current state to one with
				industry acknowledged brand value.
			>	
				To assess the principal risks to the company and
				to ensure that these risks are being monitored
				and managed.
			>	
				Communicate effectively with shareholders,
				employees, government authorities, other
				stakeholders and the public as required.
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				Exude passion, creativity, commitment, & fun and
				be a compelling storyteller.
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Educational		
Qualification		
		The Candidate must be an Engineering Graduate
		preferably with MBA / CA / ICWA / CS.
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	>	Specialization in any of the following subjects i.e.
		Infrastructure / Aviation / Civil / Water / Urban Planning
		or Environment would be desirable.
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Key Parameters		
		Ideally past position as an Engineering / Infractructure
		Ideally past position as an Engineering / Infrastructure
		Consulting Lead/Head with a minimum experience of at
		least 20 years, of which at least minimum 5 years should
		be in Senior Management role.
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		Experience in turnaround situation with an entrepreneurial
		streak with bias for action.
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		Ability to manage change and growth at the same time.
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		Project exposure in diversified sectors.

	A	Strong background in Urban planning and Design/Engineering domains and having a flair in core Engineering, Infrastructural Development, Architectural
		Engineering & Asset Valuation.
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		Marketing savvy to develop unique brand proposition for
		the organization and attract top notch talent to establish
		the company as a go to organization.
Key Requisites	<b>A</b>	He/she should have worked in sectors preferably in
		Aviation / Infrastructure / Environment / Water
		Management or Urban planning / Logistics / Tourism &
		Healthcare for a "well known" company in India.
	<b>A</b>	He/she should be aware of the market potential in the
		public as well as the private sector.

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	His/her experience should include business development
	as well as execution of projects.
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	Strong commercial acumen coupled with thorough
	knowledge about the rules and regulations in the
	industry.
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	Besides the business related experience, the candidate
	should also have experience in the administrative side of
	a company, such as finance, human resource
	management, etc.
	Unique ability to blend in and work towards the agenda
	of the organization by creating consensus with internal
	subsidiaries, inter-corporate teams, government offices,
	competitors and rivals.
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	The candidate should be creative, flexible and determined.
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	Experience of working with PSUs / Government Projects.
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	Strong Network with Government and Industry to lead
	business development activities of the organization.

Important: The Bank reserves the right to raise/modify the eligibility criteria in educational qualification and minimum work experience in order to restrict the number of candidates to be called for the Interview.			
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	Total emoluments (Cost		
	To Company)	`50 lakhs (approx.) per annum and would not be a limiting factor for the deserving candidate.	
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	Selection Procedure		

Selection would be by way of shortlisting and Personal Interview to be held at Mumbai / Lucknow on a suitable date (to be informed in due course) before the Selection Committee. The Bank will undertake a preliminary screening of the applications for preparing, if necessary, a shortlist of eligible candidates to be called for interview. Thus, merely fulfilling the requirements laid down in the advertisement would not automatically entitle any candidate to be called for interview. J **How to Apply** □□□□□ , 15, □□□□ , □□□□ **- 226 001** Duly filled in application (in English or Hindi), as per the format available on the Bank's website with a recent passport size photograph pasted thereon bearing full signature of the candidate across the same with date and curriculum vitae should be sent to The General Manager, Associate Institution Cell (AIC), 4th Floor, Small Industries Development Bank of India, SIDBI Tower, 15, Ashok Marg, Lucknow 226 001 on or before 10/02/2020 . The envelope containing the application should bear the superscription "Application" for the post of Managing Director - KITCO Ltd."

		Applications should be accompanied by self-attested
		copies of relevant certificate(s) / documents, in support
		of proof of identity, address, age, educational
		qualification (educational certificates/mark-sheets), work
		experience, etc, as mentioned in the application form.
		An application not accompanied by photocopies of
		relevant certificate(s) / documents, or not in prescribed
		format or not signed by the candidate or incomplete in
		any respect or received after due date will not be
		entertained under any circumstances.
		iii. aaa / aaaaa aaaaaa aa aaaaa aa aaaaa aaaa aa
		application.aic@sidbi.in
		Bank takes no responsibility for any delay in receipt of
		application or loss thereof in postal / courier transit. An
		advance copy of the application should be sent by email
		to application.aic@sidbi.in
K	Other's	

Candidates, called for interview will be paid to & fro economy class airfare by shortest route in India.

Candidates short listed for interview shall have to produce all certificates in original for verification of their age, educational qualification, experience details, etc. at the time of interview. Failure to produce the same shall render the candidate ineligible for the recruitment process.

Candidates are advised that they should not furnish any particulars or information that are false, tampered/fabricated or should not suppress any material information while applying for the post. In case it is detected at any stage that a candidate does not fulfill any of the eligibility criteria for the post applied for and / or that he / she has furnished any incorrect information or has suppressed any material fact(s), his /

her candidature will stand cancelled forthwith. If any of these shortcomings is / are detected even after the appointment, his/her services will be liable to be terminated forthwith.

Decisions of the Bank in all matters regarding eligibility, selection etc., would be final and binding on the applicants for the post. No representation or correspondence will be entertained by the Bank in this regard. Canvassing in any form will lead to disqualification of candidature.

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