

Job Description of Chief Consultant – MSE Cluster Development

Position:	Chief Consultant – MSE Cluster Development
Reports to:	Managing Director

Job Purpose:

Provides directory and participative leadership support to the MSE Cluster Development team in development of business, implementation of the business according to the time lines in a cost effective manner and improve quality of services by constantly communicating with the clients. Carry out activities for building of teams, motivating and empowering them to deliver results.

Key duties and responsibilities:

- Collaborate with the business heads of the MSE Cluster Development Vertical in preparation of the Business Plans
- Derive suitable strategies and implement the same for overall growth and development of the vertical
- Accountable for overall performance of the Business Unit
- Provide leadership in adding value to the existing service lines and also rolling out new product/ service lines for organizational growth
- Derive strategies to develop consulting business of the cluster development
- Provide strategic support in carrying out cluster development activities in the specified cluster
- Collaborate and guide the team in carrying out studies, preparation of Detailed Project Reports
- Provide guidance to the team on preparation of the cluster map, designing and fine tuning forward and backward linkages, define value chain of the cluster and prepare strategies to provide qualitative services to the clients
- Collaborate with the Business Heads in implementing the derived strategies for various purposes and carry out evaluation at different stages of implementation and take corrective measures
- Actively involve in customer engagement practices such as frequent interactions, understanding the requirements, collecting feedback on implementation and taking corrective measures where required
- Establish standard systems and procedures in the business unit for high quality service delivery to the customers and ensure higher profitability by effective utilization of resources
- Guide Business Head to effectively delegate, monitor, evaluate performance of team members and also motivate the team for better results
- Derive learning & development plans for capacity building of the business heads and team members
- Submit monthly progress report to the Managing Director on activities of the business unit, strategies derived and the effect on development, implementation and profitability of the business along with the issue faced and the strategies used for mitigation of the same

Skills Required:

General Skills	Functional Skills
<ul style="list-style-type: none">• Leadership• systems and processes• Strategic insight• Product development & value addition.• Team Building• Capacity building & Skill development• Collaboration• Innovative problem solving• Customer focus	<ul style="list-style-type: none">• Information analysis & Market intelligence.• Measurements, monitoring & decision making• Partnership Management• Supply chain & Value Chain development• Competitive edge management• Know-how – technical facilitation• Handholding BH's and team members

Qualification Required:

- Any Engineering graduation with Post graduation in management studies
- Overall 10 – 15 years of experience in working with SMEs, management consulting, engineering consulting or Technical consulting organizations
- At least 5 years of experience in strategic management role in any SME related consulting organisation