

Indian Ports Association (IPA)

1st Floor, NBCC Place,
South Tower, B.P. Marg,
Lodhi Road, New Delhi - 110003

Advertisement No. 2

Advertisement for the post of MD, IPGL, a subsidiary of Sagarmala Development Company Limited

Place of posting - Mumbai

Job Description and Eligibility Conditions for appointment to the post of Managing Director (IPGL)

Chabahar Port

Chabahar is Iran's largest ocean port and a major connectivity hub which helps landlocked Afghanistan and countries in Central Asia to connect with the rest of the world. During the state visit of Prime Minister of India to Tehran, MoU between the two countries for the development of Chabahar Port was signed in May 2016.

In pursuance of the MoU signed between two countries on 6thMay, 2015, a Contract for equipping and operation of two terminals in Chabahar Port between India Ports Global Private Limited (IPGPL) and Aria Banader Iran (ABI) was signed on 23rdMay, 2016 during Hon'ble PM's visit to Iran.

Chabahar Port is part of our shared commitment towards peace, stability and prosperity of the people of Afghanistan. Chabahar has allowed India to export humanitarian supplies to Kabul and has also helped Afghanistan diversify its export opportunities.

India ports Global Limited

India Ports Global Ltd (IPGL) was incorporated under the Companies Act 2013 as a Special Purpose Vehicle (SPV) jointly promoted by Jawaharlal Nehru Port Trust (JNPT) holding 60% equity and Deendayal Port Trust (DPT) (earlier Kandla Port Trust (KPT)) holding 40% equity, with the approval of the Cabinet for development and management of Chabahar Port Development project. Subsequent to withdrawal of United States of America (USA) from Joint Comprehensive Plan of Action (JCPOA), Ministry of External Affairs advised Ministry of Shipping to insulate DPT and JNPT from IPGL in order to exclude them from possible sanction of USA. Therefore, 100% equity shares of JNPT & DPT in IPGL were purchased by Sagarmala Development Company Ltd. (SDCL) (a company under Administrative control of Ministry of PSW), on 29th November 2018. SDCL is a Central Public

Sector Enterprise (CPSE), thus making IPGL 100% subsidiary of SDCL. This changeover has technically made IPGL a CPSE with guidelines of Department of Public Enterprises (DPE) applicable on it.

Initial paid up Capital of IPGL was Rs 5 Cr which was subsequently enhanced to the equivalent of Authorized capital of Rs 10 Cr w.e.f. 27th October,2016. Since Chabahar Port is Country's first overseas port project with strategic objectives, there was a need to allow IPGL to continue to function as a Board managed company, Therefore, this Ministry has obtained exemption from the applicability of DPE Guidelines to IPGL from Cabinet Secretariat except vigilance and reservation policies. IPGL is headed by Managing Director.

Managing Director (IPGL) : Job Description & Role Requirements

1. 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

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

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)

- Maximum Age: 55 years

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);
- 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	Rs. 65000-75000 Plus applicable benefits (Pay scale as per 2nd Pay Revision Commission as in Schedule 'C' CPSE). (The pay can be negotiated depending on the last pay of the selected person)
2.	Tenure	1. 05 years on contractual basis, with a provision that the Government will have option to terminate the services with three months' notice. 2. The tenure may be extended for another term of 5 years, or up to the date of superannuation, whichever is earlier, with the approval of the ACC. 3. Superannuation is 60 years. Tenure would be extended strictly on merit and performance basis in terms of extant guidelines.
2.	Qualification and Experience	
3.	Essential Qualifications	Education (1) Graduate AND a Post-Graduate in Management from a top tier institute of international or national repute AND Experience as in 4(1) OR Any other full-time graduation degree with post graduate degree in Port management /Logistics management/ Supply Chain management from an institute of national/ international repute AND Experience as in 4(1) OR (2) Graduate AND Experience as in 4(2)
4.	Experience	If working in private sector (Indian or foreign): (1) Should have minimum 15 years of overall experience of which 10 years' experience in the ports, shipping and logistics industry in Sales/Marketing/Business Development/ Operations with at least 3 years of experience in a senior management role (2) Should have minimum 15 years of overall experience of which 10 years' experience in the ports, shipping and logistics industry in Sales/Marketing/Business Development/ Operations with at least 7 years of experience in a senior management role

		<p>* Senior management position roles would be considered as General Manager/ Vice President / Executive Director or higher</p> <p>If working in public/ govt. sector (Indian or foreign):</p> <ul style="list-style-type: none"> • Should have at least 15 years' 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 <p>If working in Government Sector</p> <ul style="list-style-type: none"> • 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"> 1. Thorough knowledge of port & shipping sector and associated EXIM logistics - Operations 2. Demonstrated ability to lead top management teams and drive business growth and improve company performance specifically in Business Development/ New project development/Sales & Marketing 3. 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"> 1. Ability to define strategy, draft business plans and monitor company performance to align with business plans and stakeholder expectations 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

		<p>5. Broad understanding of maintaining accounts and taxation issues</p> <p><u>Location & Travel</u></p> <p>1. Base location :New Delhi. Mumbai can be considered depending upon requirement of candidates.</p> <p>2. Would require frequent travel to New Delhi (if Mumbai is base location) and Iran and/or other regional countries for business development</p>
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 Search cum Selection Committee in case of exceptional candidates.
- 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.
- Incomplete applications lacking self-attested copies of all relevant and desired documents, will not be entertained.

How to apply:

Submission of applications-

- Prospective candidates from the Central Public Sector Enterprises and Government offices shall submit their applications, **through proper channel**.
- Interested candidates may send their applications along with 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 -
 - i). Passport for foreign candidates
 - ii). Aadhar/Passport/Voter ID for Indian candidates
- The applications complete in all respect with signature of the applicant, testimonials duly self certified, previous job profile, experience details, residential address details, should be sent within **15 days from date of publications of advertisement in Newspapers(including date of the advertisement)** by post to **Managing Director, Indian Ports Association(IPA)**, 1st Floor, South Tower, NBCC Place, Bhasham Pitamah Marg, Lodhi Road, New Delhi-110003 and/or by email to md.ipa@nic.in.
- Incomplete applications are liable to be rejected.
