

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

For

Selection of Business Development Manager for exploring Consulting/ OEM Assignments in India, Middle East, Africa and South East Asian Countries.

- 1. Medhaj Techno Concept Pvt. Ltd. (MTCPL)** invites Expression of Interest for selection of International Business Development Manager for exploring Consulting/ OEM assignments in India, Middle East, Africa and South-East Asian Countries. Interested individuals are requested to submit their expression of interest for the above work. The EOI document and other details can be downloaded from the website: www.medhaj.com.
- 2. Medhaj Techno Concept Pvt. Ltd.** is a leading consulting firm, established in 2007, with the purpose of strengthening the Power Sector Infrastructure in India and today, has diversified in other infrastructure sectors, such as water, roads, irrigation etc. Medhaj has a PAN India presence with a team consisting of professionals from diverse disciplines with complementary skills. The company offers a wide range of consultancy services in pre-project advisory, design engineering, smart grid, project management, third party quality inspection, construction supervision, energy efficiency, policy & regulatory advisory and public-private partnership.

The aim of Medhaj is to help and assist clients in achieving their objectives by turning knowledge into practice. Medhaj is known for its superior technical expertise, reliability and more importantly, for providing innovative solutions to the most complex challenges.

Medhaj has amassed a reputation for improving and enhancing performance excellence of some of the most reputed clients and has been working in development projects directly with and funded by international and bi-lateral development agencies like the World Bank, Asian Development Bank (ADB), United Nations Development Programme (UNDP) and Japan International Cooperation Agency (JICA).

- 3. MEDHAJ** strongly believes that “Innovation through Collaboration/Association” and “Effective Efficiency” is the need of time and only way to serve the customers with most competitive prices. With a global vision and dedication to serve the needs of every client, we are “Shaping a better tomorrow”. Therefore, in pursuit of excellence, MEDHAJ seeks to collaborate with top-tier professionals who possess exceptional expertise in international business development within the infrastructure and emerging technology sector.
- 4.** An extensive understanding of the infrastructure landscape, a track record of securing international contracts, and a robust network within the industry are all necessary for the ideal applicant.

Job Description:

- Identify and pursue new business opportunities in international markets, focusing on the power, water supply and sanitation, urban development, sustainability, and emerging technology sectors.
- Develop and implement effective business development strategies to expand Medhaj's global footprint.
- Build and maintain strong relationships with key clients, partners, and stakeholders in the target markets.
- Identify and negotiate partnerships with key stakeholders.
- Conduct market research and analysis to identify emerging trends and opportunities.
- Prepare and present compelling proposals and presentations to potential clients.
- Collaborate with cross-functional teams to ensure successful project execution.
- Develop and manage a pipeline of potential projects.
- Develop and manage budgets for international business development. Ensure cost-effective allocation of resources.
- Lead and mentor business development professionals.

5. **How to Apply:** Interested candidates who would like to work with Medhaj can submit an Expression of Interest by filling out the form (https://medhaj.com/international_application/) and including all required information.

6. **Mandatory Eligibility Requirements for Applicants.**

Educational Qualification	➤ Post Graduation in Engineering, business, or a related field.
No. of Years of Experience	➤ Minimum 8 Years
Mandatory Requirement	<ul style="list-style-type: none"> ➤ International business development experience, preferably gained from at least five years in the infrastructure industry. ➤ In-depth knowledge of the power, water supply and sanitation, urban development, sustainability, and emerging technology sectors. ➤ Strong experience in working with international funding agencies (e.g., World Bank, ADB, EU, etc.). ➤ Excellent communication, interpersonal, and negotiation skills.
Desires Skills	<ul style="list-style-type: none"> ➤ Experience in sustainability and emerging technologies related to infrastructure. ➤ Strong project management skills.
Base Location	➤ The base location will be in India, specifically in Delhi or Lucknow. However, the candidate will also need to travel overseas for business.

The shortlisted bidders shall be informed within 30 days of submission of the EoI.

For any Query please contact.

Mob – +91-8090454695

Email : consult.sustainability@medhaj.com