

CAREER OPPORTUNITY – BUSINESS DEVELOPMENT MANAGER

(Infrastructure Engineering Consultancy – Highways | Bridges | Metro Rail | Railways | Buildings | Irrigation | Water Resources | Urban Infrastructure | Smart Cities | Airports | PMC | DPR | Authority Engineer | Independent Engineer)

 **Location:** Sector 53, Gurugram (Head Office)

 **Notice Period:** Up to 30 Days (*Immediate Joiners Preferred*)

We are looking for a **dynamic, result-oriented and self-motivated Business Development Manager** to strengthen our Infrastructure Consultancy Business at our Gurugram Headquarters.

 **Qualification:** B.E./B.Tech in Civil Engineering (Mandatory); MBA in Marketing, Business Development or Finance (Preferred).

 **Experience:** 5–10 years' experience in Infrastructure Consultancy Business Development with exposure to DPR, Detailed Design, Construction Supervision, Project Management Consultancy (PMC), Authority Engineer and Independent Engineer assignments for Government, PSU and Multilateral-funded projects. Proven experience in bidding for assignments of NHAI, MoRTH, State PWDs, Metro Rail Corporations, Indian Railways, Irrigation & Water Resources Departments, Urban Local Bodies, Smart City Missions, ADB, World Bank, JICA and other International Funding Agencies. Candidates should possess a strong professional network with JV Partners, Domain Experts and International Associates.

 **Technical & Professional Expertise:** Hands-on experience in CPP Portal, GeM, State e-Procurement/e-Tender Portals, e-Nivida Systems, EOIRFQ/RFP evaluation, Go/No-Go analysis, preparation of Technical & Financial Proposals, JV/Association Agreements, MoUs & Back-to-Back Agreements, QCBS/QBS procurement, Consultancy Contract Conditions (FIDIC/Government Formats), fee estimation, financial modelling, man-month estimation, team structuring, resource planning, contract negotiations, risk assessment, client presentations and pre-bid meetings. Proficiency in MS Office (Advanced Excel, Word & PowerPoint), Power BI, MS Project/Primavera, CRM tools and AI-assisted documentation will be preferred.

 **Desired Competencies:** Strong Government liaisoning, strategic market intelligence, pipeline development, proposal writing, documentation, analytical thinking, leadership of cross-functional bid teams, communication, negotiation, relationship management, commercial acumen, multitasking and willingness to travel across India.

 **Key Responsibilities:** Identify, track and develop consultancy opportunities in Highways (DPR, EPC, HAM, BOT, PPP, Supervision & Authority Engineer), Bridges, Metro Rail, Railways, Buildings, Irrigation & Water Resources, Airports, Urban Infrastructure, Smart Cities and PMC assignments; monitor CPP, GeM and State e-Procurement Portals; lead the complete bid cycle from opportunity identification to contract award; formulate JV/Consortium strategies; coordinate with technical, finance, HR and legal teams for proposal preparation; attend pre-bid meetings, client presentations and negotiations; maintain bid pipeline, MIS and monthly BD performance reports; develop long-term strategic growth plans for the consultancy business and ensure compliance with Company Quality Management Systems.

 **Salary:** Competitive and negotiable, commensurate with qualifications, experience, Business Development performance and sector expertise.

 Interested candidates may share their CV at: hr@npec.co.in