

# DEVELOPER GROUP

*www.developergroup.com*

## About Developer Group:

We are an Emerging Markets Real Estate and Urban Infrastructure Development Corporation with leading Japanese Institutions and Corporations as our Investors. Additionally, we have a Strategic Alliances with some of Asia's largest Construction Companies.

## Position Description

<b>Position Title/Grade</b> Business Head	<b>Reporting relationship:</b> With Multi-Business Heads
	<b>Location</b> Tier 2 Cities

### 1. Position Summary:

This executive is ultimately responsible for the strategy and resultant success behind stimulating the user interface design of the organization's products and services. This entails overseeing and providing directional inputs for marketing communications, community relations, internal relations, HR relations, investor relations, and other interactions between the organization and its various audiences, including customers, partners and administrative agencies.

### **Key Accountabilities:**

These include but are not limited to

1. Strategic Project Conceptualization and Completion.
2. Obtaining Approvals, clearances and compliances related with real estate projects.
3. Tracking and monitoring the unit's contribution to annual organization targets and its break up and achievement of monthly business goals and targets.
4. Product and service delivery that exceeds customer expectations.
5. Governance and process compliance meeting audit scores at set targets.
6. Expenses- maintenance, bank interest, administration, legal & professional etc.
7. Report problems identified and negotiate action plans with management to address the problems.
8. Follow-up on reported findings at appropriate intervals
9. Maximization of revenues from business operations

10. Will be responsible for the complete profitability & operations of his respective Profit Center
11. Achieve cost optimisation and productivity standards.
12. Ensure adherence to all SOPs, statutory compliances & commercial controls.
13. Strategize and implement action to launch products and services.
14. Instill Company Values and motivate team members to achieve higher performance levels
15. Interviewing and Evaluating Skills

## 2. Profile:

<b>Education Qualification</b>	MBA from a Premier Institute
<b>Previous Experience</b>	15 years + of experience in business having multiple stakeholders with multiple complexities
<b>Industry to be hired from</b>	B2C Businesses dealing with high value investments on products or services from customers.
<b>Skills and Knowledge</b>	<b>Planning/Scheduling, Target Setting and Goal Achievement, Ability to lead small but highly focussed effective teams , Financial and Commercial Management and Collaborative Skills.</b>
<b>Traits</b>	<b>Commitment and Values</b>
<b>Leadership Skills and Experience</b>	<b>Build teams with right organizational culture and Vision.</b>
<b>Salary</b>	<b>Not a challenge for the right candidate</b>