

## About NaBFID

*National Bank for Financing Infrastructure and Development (NaBFID) has been set up under an Act of Parliament (NaBFID Act, 2021), as the principal entity for infrastructure financing in the country. The entity is regulated and supervised as an All-India Financial Institution (AIFI) by the Reserve Bank of India (RBI). NaBFID is poised to play an extremely crucial role in supporting infrastructure funding by driving the development of innovative financing instruments and development of bond and derivatives markets and promoting best practices in financing and data-driven risk management.*

*NaBFID is looking to hire a strong leadership team, committed to the cause for which NaBFID is set up and to help with the national agenda, inviting applications for role of **"Vice President – Strategic Development & Partnerships"**.*

## Job Profile

S/he will be responsible for providing leadership, strategy, planning, and guidance for the comprehensive efforts and day-to-day management for all development-related program. In addition, s/he will be responsible for instituting processes and technology that enhance the manner in which NaBFID identifies, onboards, and manages strategic relationships to generate substantial revenue and demand.

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|-------------------|------------------------------------------------------------------|---------------------|------------------------------------------|
| <b>Job Title</b>  | <b>Vice President – Strategic Development &amp; Partnerships</b> | <b>Grade</b>        | VP                                       |
| <b>Department</b> | Corporate Strategy & Partnerships                                | <b>Reporting To</b> | Head - Corporate Strategy & Partnerships |
| <b>Location</b>   | Mumbai                                                           | <b>Team</b>         | To be built                              |
| <b>Age</b>        | 55 years and below (As on date of advertisement)                 |                     |                                          |

## Primary Job Duties/Responsibilities

The key job duties/responsibilities are enumerated below:

### Strategy Formulation & Execution

- Develop a world-class modular institution and reinvent its business strategy and operational plan based on market conditions.
- Create a holistic impact monitoring framework for the project portfolio and ensure alignment with the objectives of NaBFID and the impact monitoring committee.
- Develop modalities for enabling access to Environment, Social and Corporate Governance compliant, green finance for infrastructure development.
- Policy advocacy for Government / Regulatory authorities related to infrastructure.
- Liaison with Government Departments / Ministries for infrastructure related inputs / suggestions
- Creation of infrastructure data repository
- Responsible for strategy development and execution for the organization which includes providing NaBFID's business strategy and the organization's five- and ten-year strategic plans

- Identify value creation opportunities and devise solutions for problem statements
- Develop commitment to recommendations and implementation plans
- To have a strong focus with respect to GTM/ Growth Strategy, Transformation, Performance Improvement, Digital, Operational Excellence
- Work with leadership on matters related to developing strategic initiatives to aid in the expansion, product diversification and business reengineering processes required to accomplish the afore mentioned goals
- Work together with other department heads to comprehend and improve shared goals, attribution schemes, and internal organization
- Inform the leadership of the strategy and the quarterly results
- To evaluate the company's product plan and identify opportunities for innovation and expansion
- Review and update the procedures for locating, overseeing, and profiting from strategic partners
- Identify market trends and keep an eye on the opportunities for development of infrastructure finance ecosystem.

#### **Building Key Partnerships**

- Partnership with multilateral development agencies / DFIs for technical assistance / transaction advisory services
- Setting up joint ventures /subsidiaries / trusts / funds for infra ecosystem development
- Developing platform for co-lending / co-investment in infra
- Designing innovative lending / investment products
- Create strategic initiatives with the leadership team to support the growth, product diversification, and business reengineering activities needed to achieve above objectives
- Collaborate with other department leaders to understand and refine joint objectives, attribution models, and internal structure
- To assess the product roadmap of the company and to find opportunities for innovation and growth
- Identify market trends and keep an eye on the competitive landscape
- Evaluate and update the processes for finding, managing, and monetizing strategic partners
- Establish and communicate objectives and reporting for each partner relationship to relevant stakeholders, externally and internally
- Evaluate partner contracts, and identify areas for improvement and potential risks
- End to end management of partnership life cycle: scoping of opportunities, identifying potential partners, framing of value, negotiating agreements, and implementation and optimization
- Will represent NaBFID in local and global forums to increase visibility for NaBFID's vision
- To establish and grow long-term partnerships/ alliances within the financial services and other sectors

#### **Product development**

- Monitor changes in customer demand patterns and trends & innovations in product segments basis analysis of market and competitive landscape

- Provide inputs to product development team on new products & innovative features basis analysis of external environment, customer trends on online platform to create customized products for online customers

### **Relationship building**

- Interact with various internal functions/ departments (including Product Development, Underwriting, IT and Operations) to discuss innovative products features
- Manage and revamp various systems/ processes to support
- Interact with potential business partners such as players for new tie-ups to enhance business and increase customer coverage
- Engage and maintain relationship with key partners

### **Team Building and Management Skills**

- Provide intellectual leadership to the team to ensure the highest quality analytic and conceptual output
- Promote each member's development through skill planning, coaching, and performance feedback
- Clearly allocate the responsibilities among case team members, balancing the fulfillment of case team goals with the professional growth and satisfaction of individuals
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- Any other assignment as may be assigned by the Bank from time to time.

### **Professional Experience**

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- Minimum 12 years of experience in financial sector / consultancy firm /Corporate Sector. Minimum 3 years experience be in Corporate Strategy / Business Strategy / Business Process Re-Engineering/ Partnerships/ Project Advisory Services.
- Ability to exercise business judgment, to communicate persuasive conclusions and insights, and to build relationships
- Knowledge of banking industry and strategic thinking
- Ability to liaise with senior leadership to drive consensus.
- Ability to work in cross functional teams.
- Good written and verbal communication
- Ability to prioritize and multi-task.
- Proactive thinking

### **Educational Qualifications**

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Graduate / Postgraduate in any discipline from a recognized University / Institution  
Preferred: CA, MBA Finance or equivalent

### **Term**

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Contractual Engagement will be for a minimum of 3 years to maximum of 5 years, which may be renewed for additional term at the discretion of NaBFID.

### **Remuneration**

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Remuneration will be offered based on qualification, experience, suitability, last drawn salary, and market benchmark and shall not be a limiting factor for suitable candidates.

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Interested candidates (Indian Citizens) may send their CVs in the format provided (including a passport sized photograph) via email to [recruitment@nabfid.org](mailto:recruitment@nabfid.org). **The subject line should STRICTLY be "APPLICATION FOR THE POST OF <Job Code>".**

All applications will be held in strict confidence and should be received on or before 09 January 2024 by 06:00 pm IST.

*Selection will be solely at the discretion of NaBFID's Selection Committee, and their decision will be final.*