

<b>Position Title with Designation:</b> <i>MD &amp; CEO NERL</i>	<b>Location:</b> <i>Mumbai</i>
<b>Reporting To:</b> <i>Board</i>	<b>Reportees: 7</b>

## Job Purpose

- Create, own and execute strategies for the Repository across Business Development, Operations and Technology
- Expand the ecosystem and increase market share (in revenue, customers and products) for NERL

## Key Responsibilities:

### Strategic:

1. Create and scale up overall medium to long term product and business strategy for the Repository
2. Create, scale up ,cascade, implement and monitor the NERL Mission, for each year
3. Create , scale up and execute sales and business development strategies in NERL
4. Create processes, structures and goals to drive the growth of the Repository
5. Co-create the Marketing and Communication Strategies
6. Identify and explore innovative avenues to increase business growth
7. Monitor regulatory environment and ensure total compliance to regulations, policies and norms of NERL in alignment with the Rules, Regulations under Warehousing ( Development and Regulations ) Act,2007 and Guidelines issued by WDRA
8. Network with decision makers and influencers in the public and private sector and generate a wider interest in NERL
9. Work with regulators in influencing changes/ modification in guidelines for making e-NWR familiar in the industry
10. Ensure continuous technological innovation and upgradation to ensure that NERL stays ahead of the curve and competition.
11. Diversify, build and expand the Emerging business (Non-Exchange) line.
12. Create a culture of agility, high accountability and ownership and high performance in the Organization

### Operational:

1. Guide, drive and manage the Sales , Business Development and Operations team
2. Add additional warehouses in close coordination with service providers depending on the business need
3. Support WDRA registration of new warehouses in order to expand the reach of eNWR.
4. Enforce close watch and surveillance over business associates
5. Ensure proactive risk management and total, regulatory and audit compliance
6. Drive operational efficiencies through optimizing internal processes (Initiate, propose and implement process improvements in areas of technology, customer service, tools, etc.)
7. Build awareness and networks for the benefit of NERL
8. Build emerging markets and customers for NERL
9. Create, monitor and achieve suitable metrics such as revenue, profitability, business development, sales, operations, customer satisfaction, etc. to measure the team's performance
10. Periodic review of operational functioning

### People Management:

1. Guide the team on areas of business development, Sales Strategy, Revenue enhancement and customer relationship management relating to the VCP segment

2. Manage performance of the team through periodic and regular reviews and provide mentoring and direction to build a talented and motivated team of professionals
3. Attract, retain and motivate a high performance team

### Key Interfaces

Contact Person (mention the level/position that the position-holder will interact with)	Frequency	Nature of Interaction/Information Exchanged
<b>Internal:</b> <ul style="list-style-type: none"> <li>Chairman of Board and Directors</li> <li>Head BD</li> <li>Head Technology</li> <li>CFO and Compliance Officer</li> <li>Head- Operations</li> <li>Head -HR &amp; Marketing</li> <li>Company Secretary</li> <li>NCDEX &amp; Group companies</li> </ul>	Regularly	<ul style="list-style-type: none"> <li>All matters pertaining to business development, sales, operations and administration               <ul style="list-style-type: none"> <li>Sales and product strategy related</li> <li>Compliance related</li> <li>Technology related</li> <li>Customer issues</li> <li>Recruitment</li> <li>Leadership Development</li> </ul> </li> <li>Group Synergy and collaboration with NCDEX and Group companies</li> </ul>
<b>Customer(s):</b> <ul style="list-style-type: none"> <li>Warehouse Service Providers</li> <li>Repository Participants</li> <li>Banks and NBFCs</li> <li>Depositors/Clients</li> </ul>	Weekly	<ul style="list-style-type: none"> <li>Understanding the market trends and competition</li> <li>Building relationships</li> <li>Growing revenue</li> </ul>
<b>Vendor/ Partner(s):</b> <ul style="list-style-type: none"> <li>Warehousing Partners</li> <li>Investors</li> <li>Other vendors</li> </ul>	Weekly	<ul style="list-style-type: none"> <li>Business development</li> <li>Awareness building</li> <li>Relationship building</li> </ul>
<b>Any other external interactions:</b> <ul style="list-style-type: none"> <li>WDRA</li> <li>Government and quasi-governmental bodies</li> <li>Various trade Associations like ASSOCHAM/ CII/FICCI</li> </ul>	As and when required	Approvals and clarifications Advocacy and networking to drive the NERL agenda

### Profile:

<b>Experience/Educational Qualifications</b>	Graduate/Post Graduate qualification in one or more of the following disciplines- <ul style="list-style-type: none"> <li>Capital Market/ Finance/Banking/ Insurance/Asset Management</li> <li>Management/CA/ICWA/CFA</li> <li>LLB/CS</li> <li>Sciences/Engineering/Agriculture/Commodities</li> </ul> Upper age limit of 55 years as on 1st Jan 2023 (exceptional candidates may be considered upto the age of 57 years as on 1st Jan 2023)
--	--

<b>Previous Experience</b>	<ul style="list-style-type: none"> <li>• 20 + years' experience in operations, sales or business development and management with minimum 5 years in senior management position.</li> <li>• Experience in agri/rural finance, exchanges, international or national Agri commodities or warehousing or SCM, Agritech, Commodity Trading would be a plus</li> </ul>
<b>Industry to be hired from</b>	<ul style="list-style-type: none"> <li>• Exchanges, Financial Institutions, Commodity/Stock Exchanges, AgriTech companies, International/national commodities companies/Boards, SCM or Warehousing companies, Agri sector institutions</li> </ul>
<b>Skills and Knowledge required</b>	<ul style="list-style-type: none"> <li>• Knowledge of SCM, operations, warehousing, laws</li> <li>• Understanding of agricultural supply chains, storage techniques</li> <li>• Knowledge of products and services offered in the commodities industry</li> <li>• Understanding of business and its requirements</li> <li>• Sales and Customer relationship management skills</li> <li>• Business Development</li> <li>• Risk Management</li> <li>• Agri/ Commodity Finance</li> </ul>
<b>Competencies</b>	<ul style="list-style-type: none"> <li>• Strategic Planning and decision making</li> <li>• Commercial and Business Acumen</li> <li>• Entrepreneurship</li> <li>• Initiative</li> <li>• Managing and developing people</li> <li>• Collaboration</li> <li>• Relationship building and networking</li> </ul>

**Note:** Please note that candidate applying for this position should not be associated with any **Repository Participant** as specified in WDRA guidelines