

Andhra Pradesh Urban Infrastructure Asset Management Limited

4th Floor, NTR Administrative Block, Pandit Nehru Bus Station, Vijayawada - 520 013 Website: [www.apurban.com](http://www.apurban.com/)

MANPOWER REQUIREMENT NOTIFICATION (MRN)

UNDER Food and Enterprise Development Division of APUIAML

For Tourism PMU

(Position Ref. No. 1)

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| **S. No.** | **Particulars** | **Description** |
| **1** | **Position** |  PPP Expert -Tourism Sector |
| **2** | **No. of Position** |  One (01)  |
| **3** | **Proposed Grade** | Senior Officer / Assistant Manager / Manager  |
| **4** | **Mode (Consultant/****Employee)** | Project Associate |
| **5** | **Academic / Professional Qualifications** | * Bachelor Degree in Business Administration/Tourism Management/Urban or Regional Planning/ Engineering and
* Master’s Degree in PPP / Infrastructure Finance/Tourism Development/ MBA with a focus on Project Finance or Tourism
* Good Writing & Speaking skills
* Preference shall be given to candidates from Premier Institutions
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| **6** | **Post qualification****experience** **(Specific** **requirement)** | **Professional Experience**Minimum 5 years of experience, work experience in Government Projects /Consulting in the following areas* + Designing, structuring, and managing PPP projects (ideally in tourism, hospitality, or infrastructure)
	+ Working with both public and private stakeholders
	+ Financial modelling and project risk analysis

**Sector-specific experience is a big plus:*** + Development of tourism infrastructure (hotels, resorts, heritage sites, eco-tourism, etc.)
	+ Destination planning and investment attraction
	+ Strong working knowledge of MS Office – Word, PowerPoint, Excel
	+ Report writing /Presentations
	+ Multi-tasking
	+ Research & Analysis
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| **7** | **Reporting to** | F&ED Head /DH |
| **8** | **Salary / Fee range** | As per Industry Standards |
| **9** | **Other expectations** | * Flexibility in working hours depending on urgency of work / delivery timelines
* Flexibility in traveling
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| **10** | **Scope of Work** **(If taking for more than a project, then write Project wise SoW)** | **PPP Strategy & Planning:** Analyse the existing tourism sector and identify opportunities for PPP interventions, Support the development of a tourism-specific PPP pipeline, advise on suitable PPP models (BOT, BOO, lease, concession, etc.) based on project typology.**Feasibility Studies & Project Preparation:** Lead or support technical, financial, and legal feasibility studies for selected tourism projects, conduct market assessments, demand forecasts, and value-for-money (VfM) analyses, evaluate environmental and social risks associated with proposed projects**Institutional & Regulatory Advisory:** Review and provide recommendations on the legal and regulatory framework for tourism-related PPPs, support development of standard templates (contracts, RFQs, RFPs) tailored to the tourism sector, build capacity within government agencies on PPP processes and tourism investment promotion, **Transaction Advisory Support: D**evelop procurement strategies for PPP projects and support government through bidding and negotiation processes, Assist in drafting and reviewing PPP agreements, including risk allocation, performance standards, and dispute resolution clauses, Support financial closure activities and interface with investors, lenders, and other stakeholders.**Stakeholder Engagement & Capacity Building:** Facilitate consultations with public authorities, private sector, local communities, and development partners, Design and conduct training sessions/workshops for government staff on PPP project preparation in tourism, Promote investor dialogues and tourism-specific PPP investment forums**Monitoring & Evaluation:** Define KPIs for PPP tourism projects, Support in establishing PPP performance monitoring frameworks, Advise on post-implementation reviews and impact assessments,**Any Other Assigned works by APUIAML and Client** |
| **11** | **Core Skills** | * + **PPP Frameworks:** Familiarity with legal, regulatory, and institutional frameworks for PPPs
	+ **Project Finance:** Understanding of financial structuring, risk allocation, bankability assessments
	+ Stakeholder Management: Ability to engage with governments, private investors, and communities
	+ **Feasibility Studies:** Technical, economic, financial, and environmental evaluations
	+ **Contract Drafting and Negotiation:** Experience in preparing/contributing to PPP contracts and concession agreements
	+ **Tourism Sector Knowledge:** Insight into global and regional tourism trends, value chains, and sustainability
	+ **Public Procurement:** Understanding of competitive bidding and procurement laws
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| **12** | **Gender specific, if any** | Neutral |
| **13** | **Location** |  Vijayawada (Andhra Pradesh) |
| **14** | **Any other point, you would like to mention** |  It is desirable that the candidates would have prior experience of working with government.  |

**Note: Apply for the above said position through Standard CV Format (available at our website:** [**www.apurban.com/careers.php**](http://www.apurban.com/careers.php)**) along with detailed CV and send at: jobs@apurban.in (properly mention position name in subject line)**