



Andhra Pradesh Urban Infrastructure Asset Management Limited
4th Floor, NTR Administrative Block, Pandit Nehru Bus Station, Vijayawada - 520 013
Website: www.apurban.com

MAN RESOURCE REQUIREMENT NOTIFICATION (MRN)
UNDER MSSC –Project Development & Strategic Investment Cell /BDD Division
of APU IAML

S. No.	Particulars	Description
1	Position	Head, MSSC –Project Development & Strategic Investment Cell
2	No. of Positions	One (01)
3	Proposed Grade	Vice President
4	Mode (Consultant / Employee)	Consultant
5	Academic / Professional Qualifications	- Graduate with excellent communication skills - Shall possess multi sectoral experience - Shall have held leadership position/s in the past
6	Post qualification experience (specific requirement)	Minimum twenty (20) years of post-qualification experience in infrastructure consulting/project development/transaction advisory/PPP, or related sectors, including experience in leadership positions. Relevant/Desirable Experience: - Experience in leading and delivering infrastructure project development and transaction advisory assignments. - Experience in project conceptualization, feasibility studies, business case preparation, project structuring and financial modeling. - Experience in structuring projects through suitable implementation and financing models, including PPPs. - Experience in preparation of procurement and transaction documents, including EOIs, RFQs, RFPs, Draft Concession Agreements (DCAs), bid process management and transaction closure. - Experience in investment facilitation, investor engagement, financial closure and mobilisation of institutional and private investments. - Experience in managing multidisciplinary teams, client coordination and stakeholder consultations. - Experience in business development, proposal preparation and expansion of consulting assignments
7	Reporting to	Chief Operations & Technical Officer.
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
10	Scope of Work	Head, MSSC – MSSC –Project Development & Strategic Investment Cell shall be primarily responsible for leading and delivering project development, project structuring, transaction management, investment facilitation and implementation support for projects

		undertaken/envisaged under the Municipal Shared Services Centre (MSSC) Programme, an initiative of the Government of Andhra Pradesh for strengthening Urban Local Bodies (ULBs), and such other assignments as may be entrusted by APUIAML from time to time. The Cell serves as APUIAML's specialized project development, project structuring and transaction management cell for projects envisaged under MSSC. The Cell shall primarily focus on development and implementation of projects relating to municipal energy efficiency, renewable energy (including solar), treated used water reuse, ICT-enabled urban governance, land parcel development, and, subsequently, other municipal infrastructure, and urban sector initiatives, through appropriate project development, project structuring, transaction structuring, financing and implementation models, including but not limited to Public-Private Partnerships (PPP), Project Finance, Joint Development (JD), Government convergence, private investment and other innovative delivery and financing mechanisms. Key roles & responsibilities include the following (but not limited to): • Overall responsibility for leading and delivering the MSSC – MSSC –Project Development & Strategic Investment Cell, including timely achievement of project and transaction outcomes. • Lead and deliver end-to-end development of projects envisaged under MSSC (primarily) from project identification and concept development through structuring, procurement, transaction closure and implementation support. • Structure projects through the most appropriate commercial, financing and implementation mechanisms, including PPP, Project Finance, Joint Development, lease, Government convergence, institutional funding, private investment and other suitable models. • Preparation of project concepts, market and demand assessments, feasibility studies, business cases, financial models, project structuring reports, investment proposals and implementation plans. • Lead and deliver transaction processes, including market sounding, investor and developer engagement, preparation of procurement and transaction documents (EoIs/ RFPs/ RFQs/ DCAs/etc.), bid process management, negotiations, award and transaction closure. • Drive mobilisation of private investment, institutional finance, Government schemes convergence, multilateral or external assistance and other funding sources required for project implementation. • Coordinate closely with the Project Finance & Debt Syndication Domain for financial structuring, lender engagement, debt mobilisation and financial closure, while retaining overall responsibility for integrated project delivery. • Coordinate and drive inputs from relevant Domain Heads, internal teams, Government Departments, clients, consultants, financial institutions, developers, investors and other stakeholders to ensure timely and successful delivery.
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		• Build, lead, guide and manage multidisciplinary project teams, allocate responsibilities, monitor outputs and ensure quality, timelines and accountability across assignments. • Identify, develop and convert project development and transaction opportunities into implementable assignments and build a sustainable portfolio of similar business for APUIAML within Andhra Pradesh and outside the State, as required. • Develop standard methodologies, templates, transaction frameworks, knowledge products and delivery systems to strengthen APUIAML's institutional capability in project development and transactions. • Represent APUIAML before Government authorities, clients, investors, lenders, developers, consultants and other stakeholders in relation to project development, structuring, investment mobilization and transaction delivery.
11	Core Skills	• Good Communication Skills • Strong holdover Project Development, Project Structuring, PPP Transaction Advisory/Management and Government Consulting. • Knowledge on Financial Models & Financial Forecasting • Knowledge on ICT based governance tools/methodologies • Preference shall be given to candidates with consulting experience with State Governments/GoI/Multilateral(s)
12	Gender specific, if any	Neutral
13	Location	Vijayawada (Andhra Pradesh)

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