

The CII-ITC Centre of Excellence for Sustainable Development (CESD) invites applications from interested professionals to join its team in Delhi-NCR.

CII-ITC Centre of Excellence for Sustainable Development is on a mission to provide innovative ideas and solutions, in India, and globally, to enable businesses, and its stakeholders, in sustainable value creation. It does so by providing knowledge, capacity building, and recognition services to businesses. CESD provides consulting services in the field of sustainability reporting, sustainability framework development, Carbon Neutrality and Waste management etc. CESD has also been providing management systems consultancy services since last 20 years and it is a pioneer in providing consultancy services for ISO 9001, 14001 & 18001 management systems in India.

In order to strengthen its service portfolio, CESD is seeking Marketing professionals to fill one position for Associate Counsellor- Marketing for marketing of advisory and training services.

Position(s): 1

Role: Associate Counsellor- Marketing

Job Summary

CESD is looking for an Associate Counsellor – Marketing to play a significant role in marketing and business development activities. The candidate will work towards meeting targets set for revenue generation from consulting and training activities.

The position is based in National Capital Region with considerable travel within India. The Associate Counsellor - Marketing shall report to Principal Counsellor of the CESD.

Responsibilities

The key responsibilities of the incumbent will include following:

- Manage accounts and meet or exceed targets related to revenue growth, client retention and client acquisition
- Market and promote CESD's services and events
- Market consulting services to various clients and also carry out marketing of training programs
- Carry out Business development. Create leads and convert them into business
- Identify requirements for new products & services and potentially lead the market
- Participate in various tenders and request for proposals by various multilateral agencies, donor agencies etc
- Maintain and update the Knowledge management database
- Provide inputs for policy interventions
- Liaison with various government departments

Skills and Competencies

- Excellent interpersonal skills, with the confidence to approach people at all levels of seniority
- Proven track record in marketing and business development in consulting or other industries.
- Awareness on GRI, IFC sustainability management framework, Carbon Neutrality, Waste Management, Management systems (such as ISO 14001, 18001, 50001 etc.), ISO 26000, Social Accountability 8000, AA1000 etc.
- Awareness of processes of various manufacturing and service sector companies. Awareness of risks and challenges faced by companies at the domestic (and preferably international) market
- Ambitious and persistent
- Self-motivated and enjoy working on targets

- Thrive in a pressurized, sales-driven environment
- Analytical approach to understand issues and develop solutions
- Team player with the ability to multitask and learn on the job
- Inspires trust of others and works with integrity and ethics
- Upholds organizational values.

Qualifications and Experience

- Minimum eight years work experience including four years of marketing experience in sustainability, management systems or related field
- Postgraduate degree in engineering/science or business management from a reputed institute
- Lead Auditor certificate, GRI/CSAP certified will be an asset

Compensation

Offer shall be commensurate with the qualifications, experience, and salary history of the selected candidate

Location

The location shall be National Capital Region.

Confederation of Indian Industry is an equal opportunity employer.

Please send your CVs with photos to Naresh Badhwar, Senior Counsellor at naresh.badhwar@cii.in.

Please note that we will not be able to notify all applicants. Only shortlisted candidates will be notified regarding the interview.