

JOB DESCRIPTION

ROLE	Senior Business Analyst/ Consultant
BUSINESS VERTICAL	New Energy & Utility Practice (with focus on LVDC, e-Mobility)
OFFICE	Nagpur
REPORT TO	Practice Lead

KEY RESPONSIBILITIES	<p>This team member shall be part of the Consulting projects delivery team to execute won projects/ assignments in New Energy & Utility Practice, with focus on LVDC (Low Voltage DC) and/or e-Mobility Industry. It is expected that individual should have a natural analytical way to think through different processes, implementing solutions to meet the client objectives. In the project execution role, following is expected:</p> <ul style="list-style-type: none"> • Strong understanding of proposal and client objectives • Quick undertaking of background industry research for strong project appreciation • Strong secondary research skills to dig and analyse required data points, and in cases where there is data gap be able to take alternative approach to keep project delivery on track • Strong primary research skills and resourcefulness to reach out to external stakeholders and industry experts to gather required project related information • Synthesize critical inputs from different sources (including secondary research, interviews with stakeholders, internal meetings and others) and producing pointed analysis, insights and report • Working closely with team members, asking important questions, and documenting and communicating the results of efforts • Strong client communication and engagement to ensure their involvement for project success • Monitoring project milestones, deliverables, efforts and ensuring timely completion of projects • Following business processes and best practices, anticipating requirements, uncovering areas for improvement, managing competing resources and priorities, and developing and implementing efficient work practices • Growing professional connect in represented industry segments, contributing to pManifold Brand and Thought Leadership, contributing knowledge content via blogs, webinars, linkedin posts/ comments/ articles, participating in industry events • Keeping industry closeness and regular reading and watch to support active new services and business development and growing in knowledge individually and as team/ organization • Overall staying true to oneself and use all work opportunities to contribute useful to the organization, industry, society and planet
EDUCATION	<ul style="list-style-type: none"> • Bachelor's / Master's degree in Engineering or Sciences • MBA (preferred) • Strong academics, solving real-life industry projects, organizing initiatives, sports/ yoga/ meditation, social development initiatives

EXPERIENCE	<ul style="list-style-type: none">• 1+ years' experience in Industry working is preferred• Experience in Management Consulting is preferred• Experience in Energy and Infrastructure domain is preferred. Exposure to e-Mobility and LVDC will be useful.
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ABOUT PMANIFOLD

Incorporated in 2010, pManifold is Energy & Utilities focused Strategic Research and Consulting company that is enabling Smart and Clean Tech Markets development and growth in 1) Energy 2) Low Voltage DC (LVDC) 3) Solar 4) E-Mobility 5) Enviro 6) Urban sectors. Its focus on utilities comes from its vision - to create better everyday life and experience for the masses. Towards this, it engages and work with players across the utility value chain and help them improve their viability, reach, service quality and positive impact.

It does this through 1) undertaking research around technology, market, customer, business, and policy to discover relevant 'small-data' and support strategic decisions 2) benchmarking best practices to help improve services delivery and experience 3) organizing technology and business pilots to innovate new, scalable and sustainable business models 4) designing point of view and engage stakeholders for collaboration, policy advocacy and speeding industry reforms 5) program managing strategic growth initiatives.

It's works and clientele span across geographies including India, ASEAN countries, Africa, USA, Europe and others. It has successfully worked with prestigious organizations including World Bank, USAID, UNEP, GGGI, UNDP, GIZ, GOGLA, CLASP, SAARC Energy Centre, Shakti Foundation, Smart Power India (SPI) – a Rockefeller Foundation initiative, Centre for Science & Environment (CSE), IIEC, UNEP DTU Partnership, IIT Chennai, Quality Council of India, National Institute of Urban Affairs (NIUA), BEE, India Energy Exchange (IEX), PGCIL, TPDDL, ISGF, IEEMA, CESC, BPCL, ABB, Accenture, SAP, and many others. It has a cross-functional team and completed 200+ Consulting projects across 10+ countries.

The company is recognized Nationally for its strong and first works in Power Distribution, e-Mobility and LVDC reforms. It is now expanding its work portfolio outside India and is looking to establish itself as **Global Category Leader in New Energy and e-Mobility Consulting**. It is pursuing multiple initiatives on developing e-Mobility related market tracking/ planning/ forecasting/ tools, which will become one of their first kinds.

For details visit: www.pmanifold.com

SELECTION PROCEDURE

Following procedure shall be followed:

1. **CV qualification:** Applicant to share CV with cover letter to hr@pManifold.com. HR will organize brief call and discuss next steps.
2. **Case study assignment:** Qualified Applicant will undertake one business problem case study and share their submission. Problem comprehension, originality, modeling, reporting, and presentation skills will be judged.
3. **Personal Interview:** The submitted case study will be evaluated and depending on selection, the Applicant will be interviewed and asked to present their case study and why they would like to work for pManifold.
4. **Selection result:** The selection result shall be informed.