

## NRN Infrastructure and Development Limited (NRNIDL)

NRN Infrastructure and Development Limited (NRNIDL), a prominent entity listed on the Nepal Stock Exchange, was established in 2012. Since its inception, NRN Infrastructure and Development Ltd has expanded its operations into various sectors, such as hydropower, banking, microfinance, renewable energy, and other economic infrastructures. Currently, NRNIDL is on the lookout for a seasoned and dynamic professional to take on the following role.

### Position: Business Development Officer (BDO)

Job Details	Description
Job Level	Junior/Mid-Level Management (O1 to Mo)
No of Vacancy	1
Employment Type	Full Time
Location	Kathmandu, Nepal
Remuneration	Competitive

Business Development Officer is a strategic leadership role responsible for driving growth, revenue expansion, and market penetration through innovative business development initiatives, partnerships, and client acquisition strategies. This position involves leading a dynamic team of business development professionals, establishing strategic relationships, identifying new market opportunities, and executing growth strategies aligned with organizational goals and objectives. The Business Development Officer plays a pivotal role in shaping the company's future by fostering innovation, collaboration, and sustainable growth.

### Key Responsibilities:

#### Strategic Planning and Vision:

- Develop and implement the organization's business development strategy, goals, and objectives in alignment with the company's mission, vision, and strategic priorities.
- Identify new market opportunities, emerging trends, competitive landscapes, and growth potential to drive revenue growth and market expansion.

#### Team Leadership and Management:

- Lead, mentor, and develop the business development team, fostering a culture of excellence, collaboration, and performance-driven results.
- Establish clear goals, expectations, performance metrics, and accountability measures to optimize team performance and productivity.

#### Market Research and Analysis:

- Conduct market research, competitive analysis, and industry assessments to identify trends, opportunities, threats, and challenges.
- Utilize market insights, customer feedback, and data analytics to inform decision-making, strategy formulation, and resource allocation.

#### Project Evaluation and Feasibility Analysis:

- Review, evaluate, and assess proposed projects, initiatives, or investments based on predefined criteria, objectives, and strategic priorities.
- Conduct feasibility studies, market research, competitive analysis, and risk assessments to determine the viability, potential impact, and sustainability of projects.

**Financial Modelling and Analysis:**

- Develop, analyze, and maintain financial models, projections, forecasts, and scenarios to evaluate project costs, revenues, profitability, and ROI.
- Assess financial metrics, key performance indicators (KPIs), and investment criteria to support decision-making, budgeting, and resource allocation.

**Client Engagement and Relationship Management:**

- Build and maintain strategic relationships with key clients, partners, stakeholders, and industry leaders to enhance market presence, credibility, and customer satisfaction.
- Collaborate with other teams to develop tailored solutions, value propositions, and customer engagement strategies.

**Partnership Development and Collaboration:**

- Identify, evaluate, and pursue strategic partnerships, alliances, joint ventures, and collaboration opportunities to expand market reach, capabilities, and offerings.
- Negotiate contracts, agreements, and terms with partners, vendors, suppliers, and third-party organizations to maximize value and mutual benefits.

**Risk Assessment and Mitigation:**

- Identify, evaluate, and analyze potential risks, challenges, constraints, and uncertainties associated with proposed projects or initiatives.
- Develop risk mitigation strategies, contingency plans, and alternative scenarios to address potential issues, challenges, and adverse outcomes.

**Process Improvement and Optimization:**

- Identify opportunities for process improvement, efficiency gains, and optimization in project appraisal, analysis, evaluation, and decision-making.
- Recommend best practices, methodologies, tools, and frameworks to enhance the effectiveness, accuracy, and reliability of project evaluations.

**Performance Monitoring and Reporting:**

- Monitor, analyze, and report on business development activities, metrics, KPIs, and outcomes to senior management, stakeholders, and board of directors.
- Evaluate performance against goals, benchmarks, and industry standards to identify areas for improvement, innovation, and optimization.

**Qualifications:**

- Bachelor's degree in Business Administration, Economics, Engineering/ Quantitative Finance or a related field
- Professional credential like MBA/CFA/FRM/CA/ACCA/CPA are preferred
- Minimum of 3 years of experience in business development, market research, data analysis, insights generation, or related roles
- Domain knowledge of infrastructure financing and investment management.
- Strong knowledge of industry trends, market dynamics, customer needs, and competitive landscapes
- Proficiency in market research methodologies, statistical analysis tools, research software, and data visualization platforms

**Preferred Skills:**

- Excellent interpersonal, communication, and relationship-building skills.
- Strong analytical, strategic thinking, and problem-solving abilities.
- Knowledge in CRM software, SPSS, Word, Excel, Python tools, and business development platforms.
- Strong analytical, quantitative, and qualitative research skills.
- Ability to work independently, manage multiple projects, and meet deadlines in a fast-paced environment