

For Publishing in IWAI Website



INLAND WATERWAYS AUTHORITY OF INDIA

(Ministry of port, Shipping & Waterways, Govt. of India)

NH-66, National Waterway Road,
Kannadikkadu, Maradu, Kochi – 682 304.
Ph. 0484 – 2389804 & 0484 - 2389445

Hiring of Consultant (Business Development)

Inland Waterways Authority of India (IWAI) an Autonomous Body under the Ministry of Ports Shipping and Waterways, Govt of India, intends to invite applications for engagement in the position of Consultant (Business Development) – 1 Nos in IWAI, Kochi Office on purely contractual basis for the period of Two years and extendable on year-to-year basis based on performance on (or) before 3.9.2025 along with CV & Certificates forwarded to e-mail ID:- dirkoc@iwai.gov.in.

1. The Consultant (Business Development) shall address:-

- i. Market barriers, promote IWT, build stakeholder confidence, and adapt international best practices to the Indian context.
- ii. Essential to unlock the potential of inland water transport (IWT).
- iii. Key functions include market research, raising awareness of IWT benefits, data collection etc.
- iv. To identify the investment opportunities and develop innovative business models for integrated logistics.
- v. To promote the cargo and river cruise on NWs.

2. Proposed Mandate Structure of Consultant (Business Development) shall be qualified professionals with specific KPIs for their accountability. Key duties include:-

- a. Conduct market analysis
- b. Client engagement
- c. Advocate pricing and policy reform
- d. Explore new markets.
- e. Promote IWT awareness.
- f. Execute pilot projects.
- g. Collection of data

3. Qualification, Experience and responsibility of Consultant (Business Development).

Qualification	Experience	Responsibilities	KPIs	Performance Metrics
Mandatory <ul style="list-style-type: none"> Master's (preferred) in Business Administration/ Logistics/ Supply Chain Management Desirable <ul style="list-style-type: none"> Must have negotiation skills and regional business acumen. 	10-15 yrs experience Strong analytical and problem-solving skills, with the ability to interpret complex data and communicate results effectively. Candidates should have 7-10 years of relevant experience in logistics or maritime sectors.	<ul style="list-style-type: none"> Regional market intelligence. Client relationship management. Address pricing / policy bottlenecks. Promote IWT in emerging sectors. Execute pilots and Marketing efforts. Facilitation and promotion to river cruise operation 	<ul style="list-style-type: none"> Monthly market report Supply chain analysis of commodities. Interaction with stakeholders Awareness campaigns planning. Search of Opportunity for modal shift to IWT mode. Updation of data 	<ul style="list-style-type: none"> Cargo volume growth. New client Acquisition. Market Expansion. Performance will be linked to tonnage volume and long-term contracts secured

4. Deliverables :-

- Comprehensive market analysis reports.
- Strategic partnerships and client engagement outcomes.
- Policy advocacy documents and recommendations.
- Marketing campaigns and pilot project results.
- Performance metrics linked to cargo volume, client acquisition, and market expansion.
- Consultant will conduct market analysis and build relationships with clients.
- They will identify pricing policy challenges and assess new market opportunities.
- Responsibilities include promoting awareness through marketing campaigns and pilot projects.

5. Remuneration and other terms and condition

Sl no	Designation	For Central / State / Govt / retired employees / retired IITians PSU	Remuneration for Non – Govt / Private / Consultancy firms / Multinational organization	Transport Allowance
1	Consultant (Business Development)	Last Pay drawn minus pension plus entitled	Rs. 1,00,000 – 1,20,000 per month	Rs. 3,600/- P.M.

6. Age:-

Minimum age criteria for the role of a Consultant is 30 years and maximum age limit while inviting applications is capped at 63 years. However, in exceptional cases of highly specialized requirements, age beyond 65 years can be relaxed for not more than one year (upto a maximum of 2 years) only with the approval of the Chairman, IWAI.

Sd/-
Director