PTC India Financial Services

Job Title	Manager – Business Development	Grade	Manager
Department	Business Development	Reporting To	VP - BD

Job Profile

The role is primarily focused on originating project financing opportunities across infrastructure sectors by identifying potential deals, developing a strong pipeline, and engaging with corporates, developers, and financial institutions. It involves building and maintaining strategic relationships to enhance deal flow, tracking sectoral trends and market developments to identify opportunities, and conducting high-level preliminary assessments of proposals for in-principle evaluation. The incumbent is responsible for aligning origination efforts with the organization's strategic priorities and facilitating smooth handover of opportunities to internal teams for detailed appraisal and execution.

Primary Job Duties/Responsibilities

The key job duties/responsibilities are enumerated below:

- Support client acquisition and contribute to business development strategy aligned with market trends and sectoral opportunities
- Drive conversion of enquiries into viable loan opportunities through preliminary screening, information gathering, and in-principle assessment
- Undertake structuring discussions with clients, including commercial negotiations on key terms to optimize risk-return outcomes
- Build and maintain strong relationships with corporates, developers, financial institutions, banks, and syndicators to enhance deal flow
- Prepare and support agenda notes for Internal Credit Committee discussions and assist in addressing queries raised by members
- Assist in implementing decisions of the ICC, including preparation and circulation of minutes and follow-ups on action points
- Liaise with clients on in-principle term sheets, application fees, and clarifications arising during internal evaluation
- Maintain and update business development MIS, including pipeline tracking, conversion status, and sectoral exposure
- Track market developments, identify emerging sectors, and contribute to diversification into new lending opportunities and higher-yield products
- Ensure adherence to internal SOPs, regulatory requirements, and support closure of audit observations
- Coordinate with internal teams for seamless handover of opportunities post in-principle approval
- Undertake continuous follow-ups with prospective borrowers to strengthen pipeline conversion and relationship depth
- Perform any other responsibilities as assigned from time to time

Educational Qualifications

- Candidate should have a Bachelor's Degree in Marketing/Sales and preferably a post-graduate with a degree in Business Administration (MBA) specialising in Marketing/Sales

Experience

- Minimum 2–4 years of overall experience in a Bank /AIFI including at least 2 years of experience in Business Development / Relationship Management
- Sound understanding of financial principles, including project finance models, financial analysis, risk assessment, and investment evaluation
- Knowledge of applicable regulatory frameworks, industry dynamics, and prevailing market trends
- Strong relationship management skills with the ability to build and sustain effective relationships with clients, stakeholders, and financial institutions
- Basic understanding of financial products and market risk concepts, including but not limited to including fundamentals of credit assessment and exposure evaluation
- Ability to work effectively in cross-functional teams with high levels of ownership, commitment, and collaboration
- Strong oral and written communication skills, with the ability to present and articulate ideas clearly and effectively
- Proactive, analytical, and result-oriented approach with strong problem-solving capabilities