

## JOB NARRATIVE

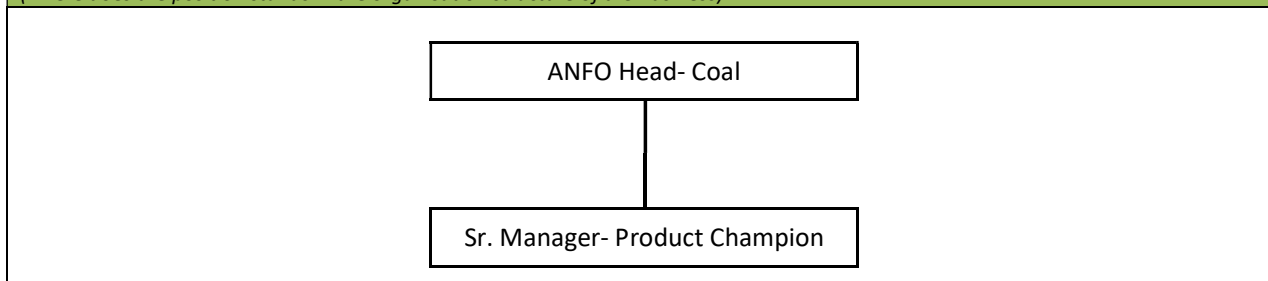
1. Job Purpose and Roles and Responsibilities of the Job
2. Organisation Structure, Outcomes/Value Add, Financials & Work Relations

### Basic Details

Job Title	Sr. Manager- Product Champion
Job Grade/ Level	M9
Function	TAN
Business Sector	TAN
Location	Chandrapur

### Organisation Structure

(where does the position stands in the organisation structure of the Business)



### Job Purpose:

- Summarizes the main points of the job description which may include key responsibilities, functions, and duties.
- Job Purpose is the prime objective for which the Job holder is responsible for. It is directly controlled by the Job holder
- Should contain 1 - 3 key points

The role of Field Application Manager will be covering all and not limited to:

- Deliver budget volumes and revenues of LDAN projects in Coal segment.
- Provide pivotal support with external stakeholders and internal to organization for delivering value propositions as per plan.
- Provide and arrange support in logistics for delivering products and services to maintain DIFOT.
- Provide field inputs related to market information to improve the value delivery to end customers.
- Ensure and establish secured finance model for product delivery in lines with organizational requirements

### Key Accountabilities & Outcomes

<b>Key Accountability</b>	<b>Major Activities/ Tasks</b>
<ul style="list-style-type: none"> <li>Main areas of accountability / key goals of the Job.</li> <li>Should contain five to Seven Key Accountabilities.</li> <li>Can be derived through Balanced Score Card Perspectives (Financial, Customer, Internal Process &amp; Learning and Growth)</li> </ul>	<ul style="list-style-type: none"> <li>The tasks under Key Responsibility that the Job holder is supposed to perform to achieve the business goals</li> </ul>
Deliver budgeted volumes and NSP for Coal segment	Deliver monthly volume budgets and NSP as per monthly plan
Explore lead generation and convert it to STL fold as per budget targets	Provide competition reports based on market intelligence and Coal market

Provide field reports based on sales and business development activities and coordinate with technical services team to deliver customer value proposition	Ensure collection of credit customers be received within credit period
Provide Technical service and prepare reports. Maintain good relationship with customer and statutory bodies.	Establish working relationship with statutory and legal bodies to support drive conversion of customer base

Work Relations (Internal and External)	
<b>Internal Relations</b> <ul style="list-style-type: none"> <li>Main interface of the Job Holder (Working relationships with Key stakeholders/ internal customers)</li> <li>Other Job Holders that the Job holder have may to liaise, report or coordinate with</li> </ul>	<b>External Relations</b> <ul style="list-style-type: none"> <li>Main interface of the Job Holder (Working relationships with Key stakeholders/ external customers)</li> </ul>
<ul style="list-style-type: none"> <li>Working together with technical services teams to deliver budget KPIs</li> <li>Provide inputs and support on logistics to WH and plants to deliver plan volumes</li> </ul>	<ul style="list-style-type: none"> <li>Maintain working relationships with legal and statutory bodies to ensure faster increase customer base targets</li> </ul>

Key Dimensions	
<b>Financial Dimensions</b> <ul style="list-style-type: none"> <li>List the significant numerical data which will reflect the scope and scale of activities concerning this job such as budget, cost, revenue etc.</li> </ul>	<b>People Dimensions</b> <ul style="list-style-type: none"> <li>Mention the team size (direct reportees only) the Job Holder would have to manage for the scope of activities concerning to this role</li> </ul>
<ul style="list-style-type: none"> <li>To ensure achievement of target NSP maintaining the premium prices as per plan</li> <li>To achieve the revenue for products and services as per budget plan</li> </ul>	Nil

ACHIEVEMENT PROFILE	
<ul style="list-style-type: none"> <li>What are the capabilities required by the Job Holder at this position</li> <li>Specify Knowledge ( technical expertise), experience, skills, behavioural competencies, personality required</li> <li>It depicts candidate profile for making hiring decision and helps incumbent profile for competency mapping</li> </ul>	
Education Qualifications / Background	
<ul style="list-style-type: none"> <li>State minimum qualification required by the Job Holder to work effectively on this position</li> </ul>	
<ul style="list-style-type: none"> <li>Graduation or Technical Diploma in Mining or Safety</li> <li>Have minimum experience of 2-3 years in Ammonium Nitrate or Explosives Industry field application</li> </ul>	
Relevant and Total Years of Experience	
<ul style="list-style-type: none"> <li>Mention years of experience required for the job</li> <li>Elaborate more of the relevance / type of the job experience required by the role</li> </ul>	
<ul style="list-style-type: none"> <li>Minimum 2-3 years related to field application in Explosives or Ammonium Nitrate business</li> <li>Have knowledge of handling explosives and ammonium nitrate and its legal requirements</li> </ul>	
Technical/Functional Expertise	
<ul style="list-style-type: none"> <li>State minimum proficiency required on specific technical or functional skills required for the Job Role</li> </ul>	
<ul style="list-style-type: none"> <li>Handled blast designs as a part of delivering key value in improving mining downstream metrics</li> <li>Expertise in selection of explosives and application and its safety aspects</li> <li>Adept in knowledge on Explosives and Ammonium Nitrate rules</li> </ul>	
Behavioural Competencies (List only 3- 5 specific behavioural competencies)	
<ul style="list-style-type: none"> <li>State behavioural competencies required to function effectively at this position</li> </ul>	
<ul style="list-style-type: none"> <li>Communication skills</li> <li>Go-getter</li> </ul>	

- Integrity in business dealing.
- Ability to build relationships.
- Customer service acumen and knowledge
- Teamwork internally and externally
- Analytical skills
- Time management skills
- To deliver in limited resource capacity and challenging situations
- Process driven approach

**Personality (List only 3- 5 specific personality characteristics)**

- *Write personal characteristics/ personality type that is suitable to work at this job level.*
- Adaptability to situations
- Proven attitude to deliver.
- Proactive approach
- Logical analysis ability