

Position : Director –Operation

Location : Aerospace Park, Bangalore

Reporting To: CEO & MD

GOALS & OBJECTIVES

1. REVENUE RECOVERY

>>>From Delivery To Payment Collection

“Track actions” to recover money after making investments on either materials, manpower or both.

- Review and drive the “timely completion of process which includes accurate document submission” & Ensure “on time payments” from the customer.
- Review high value order payment terms and strategize ‘collection -Action plan’ by proactively addressing risk

Functions involved: Order Desk, Logistics, Finance (AR), Sales, Project Team (Project Delivery & Project Execution)& Lighting Design.

2. REVENUE GENERATION

>>>From Demand Generation To Order Acquisition

- “Track sales performance” and push sales team to deliver sales obligations (Order & Revenue)

Functions Involved: Sales, BD & Lighting Design

3. ORDER EXECUTION

>>>From Customer Order To Delivery

- Track the performance of related departments to ensure “timely completion of deliverables from each functions with >95% output quality & Ensure ‘we meet or exceed customer expectations’

Functions Involved: Sales, PDM, Lighting Design, Order desk

Requirements : Ability to ‘track actions meticulously’ with high tenacity + Strong in Demanding deliverables from each team members with out compromise >> High value project management leadership role with revenue ownership are preferred