

## MANAGING DIRECTOR/ADMINISTRATOR

### Context:

My Client is seeking its Managing Director for its operational subsidiary, which is specialized in port handling in India.

Created in 2009 from a merger between my Client and an Indian group, it is today a leader in port infrastructure and bulk handling in India under concessions granted by the State.

This position reports directly to the CEO of my Client.

### Principle responsibilities:

- Represent the interests of the Group to shareholders.
- Represent the Group in respect of all operations, within the context of agreed contractual mandates, agreements and obligations,
- Sitting on the Board, you define the orders of business for Shareholder meetings and AGMs in coordination with the CEO.
- Supervise the commercial, operational and administrative teams in accordance with the strategic objectives agreed in collaboration with the CEO.
- Represent the Group in its dealings with Indian High Authority (Ministry of Infrastructure, Ministry of Shipping, Ministry of Foreign Trade, licensing port authorities, as well as any other state bodies or financial partners and institutions (lending banks).
- Provide detailed reporting on, and analysis of, all activities to the Group Management Board.

The above description takes into account the main responsibilities; It is in no way exhaustive.

### Profile / Experience:

- Previous professional experience in India desired, preferably in a maritime environment
- Knowledge of port and maritime activities.
- Experience in contract management with government and / or infrastructure projects would be appreciated.
- Proven track record in administrative and financial management taking into account the challenges of Indian business practices
- Strong adaptability, ability to manage deadlines and priorities.
- Excellent interpersonal skills, particularly an approach characterized by consensual, diplomatic pragmatism and perseverance under pressure

**Location:** India

**Contact :** Caroline de La Cochetière : [cdelacochetiere@lincoln-group.com](mailto:cdelacochetiere@lincoln-group.com)