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| JOB DESCRIPTION | | |
| Job Code: | **Job Title:** Sr M/Chief M – Business Strategy | **Band:** |
| **Reporting To:** VP - BDSI | **Supervising:** Nil | **Department:** Strategy |

**JOB SUMMARY:**

Responsible for supporting the Life Insurance distribution oriented transformational project, aimed at enhancing revenue and productivity end goals. The arrival point is shaping the projects into regular processes / revenue lines on “build, operate and transfer” mode and work as ‘internal consultants’. The role will require substantial intersection management and collaboration with internal customers and external customer and partners

##### KEY RESPONSIBILITIES:

* Execute and deliver on projects with predetermined measures of success
* Work with cross functional team (including consultants) to identify and analyze key levers impacting the process / work area
* Work closely with the Distribution team in formulating strategic options, evaluate selected options and make recommendations on decisions involving investments or decisions, comprehensively to senior management along with program leaders
* Bring an outside in perspective to the business problem. Use networks within and outside of the industry to learn best practices and evaluate how they can be used and applied to Max Life’s business problems.
* Contribute to building strategies, work closely with “planning” and drive change activities to achieve “best in class” competitiveness for the specific work area/ process
* Help in charting a path to help guide the company’s growth and in doing so, understand and apply software technology and tax and accounting industry knowledge to guide strategic choices

**MEASURES OF SUCCESS:**

* Learning and continuous effort to perfect usage of template problem solving techniques, statistical tools and logics.
* Successful integration of Analytical solutions with Business processes and systems for ongoing usage.
* Successful archival of knowledge and dissemination of it across business functions
* Positive feedback and appreciation from business owners and decision makers.
* Demonstrated quantitative benefits of analytical solutions and their application in everyday business of the organization and achievement of project measures of success or the ROI signed off by shareholders / Board

## JOB REQUIREMENTS

**MINIMUM EDUCATION:**

* Management Graduate preferred with 8-9 years of experience

**MINIMUM/SPECIFIC EXPERIENCE:**

* Experience in “corporate strategy” roles along with consulting will be an advantage
* Experience in working in a change management/consulting role in the Distribution area
* Life insurance experience preferred, but not mandatory

**KNOWLEDGE/SKILLS/ABILITIES:**

* Excellent communication skills and a thoughtful, persuasive personal style.
* Self-starters comfortable in a project-oriented environment and comfortable in dealing with large cross functional projects.
* Being boundary-less is of critical importance as the role will require working through several business projects.
* Ability to influence key stakeholders and operational owners through well articulated strategies backed up with metric driven value statements.
* Analytical skills and judgment to solve problems with limited information at hand by learning and using Statistical tools and logics.
* Ability to develop, test and validate hypotheses. Should be competent at analyzing both quantitative and qualitative data.