

# Chief of Party

*This position will be attractive to an early to mid-career professional seeking a unique opportunity to play a key role in developing a consulting practice in India.*

**Rank** Principal Consultant

**Position:** Chief of Party

**Project:** Distribution Reform, Upgrades & Management (DRUM) Project

**Location** New Delhi

## **The Firm:**

PA Consulting Group is a leading management, systems and technology consultancy. Operating worldwide from over 40 offices in 20 countries, PA draws on the knowledge and experience of its 3,000 employees, whose skills span the initial generation of ideas through implementation, including:

- strategic management, and managing for shareholder value
- accelerating business growth through innovation and technology
- improving business design and performance
- mobilizing human resources
- delivering change effectively, including projects and programs.

PA focuses on creating benefits for clients rather than simply proposing them. This focus is supported by an outstanding implementation track record in major industries and for governments around the world. PA also develops leading-edge technology for its clients as well as for its own portfolio of venture companies in areas ranging from software to wireless technology to life sciences.

PA's Infrastructure and Development Services (I&DS) practice works as a partner with government agencies, state-owned enterprises and donors to develop and manage public infrastructure. We provide technical support and public policy and program assistance in key sectors such as electricity, oil & gas, water, environment, tourism and transportation.

Our work includes sector restructuring, regulatory development, efficiency improvement, market and survey research, natural resource management and information technology design and implementation. In particular, we have covered all elements of the value chain in the electricity industry, including generation, transmission, distribution, retailing and other support services, as well as regulation. Our staff includes economists and engineers as well as MBAs and a broad range of financial and technical specialists.

Our teams have worked in most countries in Asia, including: India for over 10 years as well as in Bangladesh, Bhutan, Cambodia, China, Indonesia, Laos, Mongolia, Pakistan, Philippines, Sri Lanka, Thailand, and Vietnam.

This position we seek to fill will lead the highly successful Distribution Reform, Upgrades and Management (DRUM) project and, as a senior member of PA's India team, also help position PA to build on our strengths expand our presence in India.

**The Position:**

The COP will be responsible to lead the DRUM project, a landmark multi-year project initiative launched under the aegis of USAID to demonstrate best commercial and technological practices that will improve the quality and reliability of “the last mile” of electricity distribution while enhancing commercial viability.

Under the guidance of the partner-in-charge of the project, the COP will be responsible for the day-to-day management of a project team composed of consultants, technical specialists and subcontractor firms. The COP will work closely with USAID and have frequent interaction with India's Ministry of Power and the implementing partner-utilities, among others.

**Key Challenges:**

Success will hinge on the ability to balance the conceptual with the practical while maximizing available resources to exceed expectations under demanding time constraints. Effective verbal and written communications skills, high energy levels and a willingness to travel frequently are essential.

PA Consulting is also expanding its business in India. The individual selected for this position will be expected to provide insight into the consulting market in India and play a key role in developing new business.

**Capability Profile:**

1. Leadership Skills:
  - Action-oriented
  - Solution-centric with good problem-solving skills
  - At ease with professionals and senior managers as well as engineers and technical workers
2. Project Management Skills
  - Demonstrated ability to manage complex projects
  - Good commercial and contractual knowledge
  - Effective people management skills
  - A measurement mindset to evaluate actual vs. planned results
3. Knowledge and Skills:
  - Thorough understanding of India's electricity sector reforms
  - Prior experience with USAID and/or other Donor Organizations
  - Knowledge of sustainable development
  - Familiarity with renewable energy and clean development a plus

**Academic Qualification:**

Undergraduate degree in Engineering from a reputed school. An MBA or similar postgraduate qualification is desirable.

**Experience :**

Ten years experience in the electricity industry, with some exposure to distribution preferred, plus two to five years in consulting, engineering or another relevant, project-oriented professional position.

**Other:** Computer literate, fluency in English and Hindi in verbal and written communication