



Simplex Castings Ltd.

[An MSME Unit (Small), Reg. No. UDYAM-CG-05-0000018]

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GSTIN: 22AABCS4650E1ZT



Regional Business Development Consultant / Industrial Representative

Location: Key Industrial Clusters (Pan India) | Engagement: Retainer + Performance-Linked Incentives

ABOUT THE OPPORTUNITY

Simplex Castings Limited is expanding its industrial presence and inviting seasoned industry professionals, former corporate executives, and independent technical consultants to collaborate as Regional Business Development Representatives. In this strategic advisory capacity, you will leverage established senior relationships across heavy industries, OEMs, and EPC contractors to identify early-stage engineering requirements, position Simplex for high-value tenders, and secure long-term component supply agreements.

MANUFACTURING CAPABILITIES & TARGET SECTORS

Product & Engineering Capabilities:

- **Heavy Castings:** Grey Iron (CI), Ductile/SG Iron, and Cast Steel
- **Precision Machining:** Fully finished machined components & assemblies
- **Heavy Fabrication:** Engineered structural fabrication & equipment
- **Specialized Solutions:** OEM components, import substitutes & replacement wear parts

Target Industry Sectors:

- Integrated Steel Plants & Metallurgical Facilities
- Mining Operations & Mineral Processing Plants
- Cement Manufacturing Plants & Grinding Units
- Thermal & Hydro Power Generation Plants
- Indian Railways, Rolling Stock & Metro Rail Systems
- EPC Contractors & Turnkey Infrastructure Projects
- Bulk Material Handling & Mineral Beneficiation
- Heavy Process Equipment & Industrial Machinery OEMs

KEY RESPONSIBILITIES & SCOPE OF WORK

- **Early Opportunity Pipeline:** Identify upcoming capex investments, plant expansions, and planned maintenance overhauls before market tenders are released.
- **Alternate Sourcing & Vendor Approval:** Position Simplex as an approved vendor or qualified alternate supplier for critical castings, fabricated assemblies, and replacement parts.
- **Stakeholder Engagement:** Interface directly with decision-makers in Procurement, Plant Operations, Central Engineering, Maintenance, and Vendor Development.

CANDIDATE PROFILE

- **Industry Background:** Former Heads or Senior Executives in Procurement, Sourcing, Vendor Development, or Plant Operations within heavy engineering, foundries, or steel fabrication.
- **Network & Access:** Independent consultants or senior advisors with established, high-level access to key personnel at major OEMs, process plants, and infrastructure contractors.
- **Technical Proficiency:** Sound technical understanding of metallurgical castings, precision machining processes, and heavy industrial fabrication requirements.

TARGET INDUSTRIAL HUBS

Delhi NCR | Pune | Mumbai | Ahmedabad | Vadodara | Rajasthan Industrial Belt | Jamshedpur | Kolkata | Chennai | Coimbatore | Hyderabad | Bengaluru | Nagpur | Hospet–Bellary Mining Belt | Other Primary Industrial Clusters

ENGAGEMENT STRUCTURE & APPLICATION DETAILS

Engagement Terms: Retainer arrangement with attractive performance-linked milestones. Open to flexible advisory and regional consultant models.

Submission: Submit your credentials to mdexcellence@simplexcastings.com & sghosh@simplexcastings.com with Subject: **Application: Regional BD Consultant – [Preferred Region]**

- **Please Include:** 1) Base city & regional coverage 2) Specific client accounts & target industry sectors accessible via your network 3) Summary of executive experience 4) Preferred engagement structure (Consultant / Retainer / Advisor).

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