



Job Role: Senior Manager/Manager - Finance

About GeM

Government e-Marketplace (GeM) is an initiative launched by the Government of India to usher in an era of e-governance in the nation. Government e Marketplace has brought a Paradigm Shift in the procurement procedures resulting in greater transparency, efficiency, and speed in procurement in alignment with the Honorable PM's 'Digital India' initiative. The portal is an open, inclusive marketplace offering fair and equal opportunities for sellers and service providers to register, list and sell their products and services to Government organizations.

Since its inception, GeM has successfully transformed the Public Procurement space in India through its technology-driven innovations and other strategic interventions. The platform has achieved significant scale of operations, aspiring to optimize public procurement. The portal has successfully transformed public procurement in India by ensuring inclusion, usability & transparency, efficiency & cost savings.

To know more about us, please visit-<https://gem.gov.in/>

You may also follow us on:-

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What is it like to work at GeM?

- Opportunity to work with a team of highly passionate professionals from Private and Government sector
- Unbounded space for creativity and innovation.
- Work-Life balance
- Various kind of health covers (Insurance) for individual and family
- A great opportunity to learn and hone our skills

Compensation: GeM offers competitive salary and other additional benefits**Location:**

This position is based in Delhi

A broad overview of the nature of the role can be garnered from the broad outline of the primary responsibilities shared below:

Job Summary:

We are seeking a highly skilled and motivated Finance Manager preferably with an expertise in the e-commerce and Fin-tech sectors. The ideal candidate will possess a strong understanding of financial analysis, strategic planning, and market benchmarking, preferably on e-commerce and fintech industries. The candidate should also have excellent industry connections, which would be considered an added advantage. As a Finance Manager, you will play a vital role in driving the company's financial and strategic

Decision-making process, identifying revenue opportunities, and providing valuable insights to senior management.

Responsibilities:

- Conduct comprehensive financial analysis of the e-commerce and fintech industries, including market trends, competitors' performance, and customer behavior, to identify key insights and strategic opportunities.
- Collaborate with cross-functional teams to gather and analyze data, develop financial models, and create forecasts to support strategic initiatives.
- Monitor and evaluate financial performance indicators, including revenue growth, profitability, and return on investment, and provide recommendations to optimize business operations.
- Prepare and present reports, presentations, and financial insights to senior management, highlighting key findings and recommendations.
- Identify potential risks and opportunities within the e-commerce and fintech sectors, and develop strategies to mitigate risks and capitalize on opportunities.
- Stay up-to-date with industry trends, regulatory changes, and technological advancements in e-commerce and fintech, and provide insights on their potential impact on the company.
- Develop and maintain strong industry connections, fostering relationships with key stakeholders, industry experts, and strategic partners to stay abreast of market developments and facilitate business growth.
- Collaborate with the marketing team to develop effective marketing strategies, campaigns, and product positioning, leveraging your marketing skills and industry knowledge.
- Support financial planning and budgeting processes, providing accurate financial analysis and forecasts to guide decision-making.
- Assist in the evaluation of potential investments, partnerships, and acquisitions within the e-commerce and fintech sectors, conducting due diligence.
- Responsible for preparation of Various Finance Report for the Board Meetings and Management
- Responsible for the preparation for Monthly Financial MIS & Dashboard to the management
- Responsible for forecasting and reporting to the management
- Responsible for helping in preparation, automation of Various reports
- Responsible for playing key role in technical enhancement of portal with respect to fintech products and advancement having financial implications
- Dealing with external stakeholders and explaining the GeM background and technical advancements
- Handling of any other responsibility as assigned from time to time

Key Shared Accountabilities

- Leading projects and managing team to provide strategic insights and recommendations for company's strategic decision-making process. Monitoring industry trends and develop financial models and projections to support long-term plans and investments.

Professional Qualifications:

Essential

- Minimum 6 years' experience in the Business development (finance) /Analysis/ financial analysis/strategic planning/market benchmarking domain.

Desirable

- Experience in finance domain preferred
- Project management and Team management exposure
- Experience with marketplace/fintech companies is preferred along with experience in partnering with fintech companies to enhance product offerings
- Knowledge of marketing strategies and techniques along with familiarity with brand building and promotion
- Working knowledge of financial modeling and analysis, business analysis and market analysis & research
- Experienced in operating as an independent contributor and also as part of a team

Other Desirable Skill Set

- Driven and ability to work and lead projects independently as well as in a team
- Ability to translate complex data into concrete solutions and strategies
- Strong problem-solving skills and critical thinking
- Strong written and verbal communication along with presentation skills (via phone, email and in-person)
- Possesses strong quantitative and analytical skills, financial analysis and reporting expertise, with the ability to interpret complex data and communicate effectively with stakeholders
- Ability to develop and lead teams in executing successful strategies

Education Qualifications:

Essentials

- Bachelor's degree in Finance, Business Administration, Economics, Technology or a related field from a recognized university

Desirable

- Certification of Chartered Financial Analyst
- Diploma/ certification on Project Management
- Postgraduate/Masters degree from a recognized university

If you are a passionate and driven professional with a solid background in financial analysis, strategic planning, and a keen interest in the e-commerce and fintech sectors, we invite you to join our dynamic team. Apply now and be part of our exciting journey towards business growth and innovation.

**Application for Senior Manager/Manager - Finance
Position at
Government e Marketplace, GeM**

Please answer the below mentioned questions as a process to apply for your candidature and share it along with your update resume on resume.gem@gem.gov.in.

- Please specify your graduation degree along with specialization with year of passing:
- Please specify your Post graduation degree along with specialization with year of passing:
- Your total experience:
- Your annual current CTC :
- Your annual expected CTC :
- Do you have minimum 6 years of experience in the Business development (finance) /Analysis/ financial analysis/strategic planning/market benchmarking domain?
- How soon can you join us?
- Are you Open to work in Delhi?
- Do you know anyone in Government e Marketplace (GeM), If Yes, please mention the Name & Employee's current designation and Phone number.