



Job Title: Chief Executive Officer (CEO)

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Type: Full Time

Location: Salt Lake, Sector-3, Kolkata.

Remuneration: We offer a competitive salary and benefits package, with remuneration being flexible based on experience and qualifications.

Position Overview:

We are seeking a highly qualified professional (CA/CS/MBA) with strong business acumen and experience. The ideal candidate should have headed a Consultancy company or is willing to learn and take on the responsibility of leading the consultancy division for overall growth. As a CEO of MEW Consultants, you will be responsible for the strategic, operational, and financial performance of the consultancy services, driving overall growth and establishing MEW Consultants as a leading provider in the industry.

Key Responsibilities:

- **Vertical Management:** Take charge of all verticals under MEW Consultants and drive people towards the common goal of the company. Here are the key verticals and their specific roles you will manage:

1. Execution Team: Processing documents of recyclers/producers.

- **Oversight Responsibilities:**
 - Ensure the team has the necessary resources and training to process documents accurately and timely.
 - Monitor the team's performance and provide guidance to improve efficiency and accuracy.
 - Make sure of timely deliverables.

2. Business Development Team: Managing back office tele-callers and on-field executives utilization across India.

- **Oversight Responsibilities:**
 - Ensure the team is effectively managing their tasks, from tele-calling to on-field engagements.
 - Oversee the planning and execution of factory visits.

3. Social Media: Managing social media strategies and initiatives.

- **Oversight Responsibilities:**
 - Provide strategic direction for social media campaigns to enhance the company's online presence.

- Monitor the effectiveness of social media strategies and approve adjustments based on performance data.
- Ensure alignment of social media activities with overall marketing goals.

4. Data Scraping/ Lead Generation: Leading lead generation efforts.

- **Oversight Responsibilities:**
 - Ensure the team is using effective methods and tools like LinkedIn Sales Navigator, SingalHire, Apollo.ai etc. for data collection and analysis.
 - Coordinate with tele-calling team to ensure leads are pursued effectively.
 - Oversee continuous improvements in data scraping processes to enhance lead generation quality.

5. CRM Management: Implementing and improving CRM systems according to team requirements.

- **Oversight Responsibilities:**
 - Ensure the CRM system is tailored to meet the needs of various teams and enhance their efficiency.
 - Monitor and analyze CRM data to identify areas for improvement and drive continuous enhancements.

6. Overall Objective:

- As the CEO, your primary responsibility is to provide oversight, strategic direction, and leadership across all verticals. This involves:
- Setting clear objectives and goals for each team.
- Ensuring alignment with the company's overall mission and vision.
- Monitoring performance and making data-driven decisions to drive continuous improvement.
- **Client Relationship Management:** Build and maintain strong relationships with clients understanding their needs, and delivering customized EPR solutions.
- **Strategic Leadership:** Develop and implement strategic plans to expand the consultancy business, increase market penetration, and enhance service offerings.
- **Financial Management:** Oversee financial performance, including budgeting, forecasting, and financial reporting.
- **Operational Excellence:** Oversee the operational aspects of the consultancy division, ensuring efficient service delivery and high client satisfaction.
- **Business Development:** Identify and pursue new business opportunities, including potential partnerships and market segments, to grow the consultancy services.
- **Team Leadership:** Build and lead a high-performing executive team. Foster a culture of collaboration, innovation, and accountability.
- **Marketing and Brand Building:** Enhance the visibility and reputation of MEW Consultants through effective marketing strategies and thought leadership in the EPR consultancy space.

Qualifications:

- Proven experience as a CEO or in other senior executive roles, preferably within the Consultancy industry.
- Strong understanding of financial management and operational best practices.
- Demonstrated ability to develop and execute strategic plans that drive business growth and profitability.
- Excellent leadership, communication, and interpersonal skills.
- In-depth knowledge of industry regulations, particularly EPR compliance, is highly desirable.

Personal Attributes:

- Visionary and strategic thinker with a passion for sustainability.
- Decisive and results-oriented with a track record of achieving business goals.
- Ability to inspire and motivate a diverse team.
- Excellent problem-solving and decision-making skills.

Interested candidates are invited to submit their resume at hr@mewconsultants.com contact on +91 9147413115.