

- **Title Role** - Commercial due diligence expert
- **Who can apply** - Individual candidate
- **Broad Area** – Manufacturing & Operations
- **Sub-Area** - Manufacturing & Operations Head
- **Industry** - Agro Processing & Food Product
- **Minimum Work Ex** – 10 Year+
- **Assignment Details (250 words)** –  
Commercial Due diligence of a Project on Maize Wet Milling/Starch based on following parameters –
  1. Indian Maize wet milling Industry
  2. Raw Material Sourcing & Applications
  3. Demand-Supply Situation and Export Potential
  4. Supply Chain Issues
  5. Minimum cost for Greenfield and Brownfield expansion
  6. Competitiveness in Indian and Global Market
  7. Government Approvals & Regulatory Compliance
  8. Technology requirements to run Maize wet milling Plant
  9. SWOT Analysis of Maize wet milling Industry
  10. Adjacent industries to Maize wet milling
  11. Go-To-Market Strategy for a new project
  12. Financial Feasibility Study of Project
  13. Evaluation of Payback Period for Project
  14. Identify current and future market trends, needs and identifying growth needs in this segment
  15. Identify key customer needs specific to target market
  16. Replacement Cost of an already set up plant
- **Skills Required** –
  - 1) Experience in Maize Wet Milling Industry as a Production or Plant Manager/Marketing Manager in India
  - 2) Deep Exposure to Maize Wet Milling market in India
  - 3) Ability to summarize complex information in a clear and concise manner
  - 4) Strong data analytical and problem-solving skills for Project Evaluation
  - 5) Strong verbal and written communication skills
- **Companies Consultant Should've Worked For** – Cargill India, Roquette Frères India, Gujarat Ambuja Exports Limited, Gulshan Polyols Limited, SPAC Starch, Anil Starch, Everest Starch, Santosh Starch, Angel Starch, Riddhi Siddhi Gluco
- **Position Consultant Should've Worked In** - Plant Head, Production Manager, Marketing Manager, Vice President, Operation Manager
- **We want expertise in** - Maize Wet Milling, Starch Industry
- **Assignment Duration** – Less than 1 Month
- **Capacity Required** – 15-20 hrs/week
- **Work Nature** – Both on-site and remote

- **Location** – Mumbai
- **Project Start** – 15-Oct-22
- **Project End** –
- **Budget** –
- **Screening Question** –

What is Topline expected from 100 TPD Plant of Maize wet milling?

What is typical EBITDA Margin in Maize wet milling plant?

How large is this industry in India and what is the growth rate of the Maize wet milling industry?

Does India have capacity for local starch consumption or India dependent on Imports?

Top 10 Players in India in Maize wet milling & their market share