

- **Job Title: CEO/ Managing Director**
 - **Location: New Delhi**
 - **Experience: Min 20+ Years**
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Sahakar Taxi is India's first cooperative-based ride-hailing service. We believe in "drivers first, fair rides for all." With Sahakar Taxi, you can enjoy safe, affordable, and reliable transport while supporting local drivers who earn 100% of their fare with no hidden charges.

Position Overview:

Sahakar Taxi is seeking an accomplished and visionary Managing Director to lead its operational excellence, and service transformation. This leadership position requires a strategic visionary with cross-functional expertise to streamline operations, optimize costs, and deliver innovative, scalable solutions in a dynamic mobility landscape.

With over 20+ years of experience, including 5 years in the mobility sector. The candidate should bring proven expertise in setting up and managing large-scale operations, driving productivity improvements, enhancing safety standards, and achieving business turnaround in complex, multi-stakeholder ecosystems.

Why Join us:

- Be part of an ambitious, high-growth organization driving the future of mobility in India.
 - Lead a transformation journey in the evolving landscape of urban transportation.
 - Make a measurable impact through innovation, operational leadership, and team building.
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➤ Key Responsibilities:

- **Commercial Operations & Technology Enablement:**

- Lead the overall business operations across functions including fleet operations, sourcing, manufacturing excellence (if applicable), supply chain, safety, quality, finance, HR/IR, and administration.
- Enabling Tech partnership for scaling up business.
- Develop and execute strategic business plans focused on expansion, operational efficiency, cost leadership, and service excellence.
- Take full P&L ownership, ensuring financial discipline, sustainable profitability, and high ROI across operational verticals.
- Optimize organizational capabilities through lean systems, Six Sigma tools, and digital transformation strategies.
- Spearhead new initiatives, business streams, or partnerships aligned with evolving mobility trends and customer demands. Driving Marketing & growth initiatives.
- Champion a safety-first culture with zero accident goals, enhanced vehicle uptime, and compliance with regulatory standards.
- Identify and implement continuous improvement initiatives across value streams to reduce lead time, improve delivery performance, and maximize asset utilization.

- Represent the company in board meetings, government liaisons, and with key partners, vendors, and investors.
- Build and mentor a high-performance leadership team committed to collaboration, innovation, and sustained excellence.

▪ **Financials & P/L Management:**

- Lead budgeting, forecasting, and financial planning to ensure EBITDA-positive growth.
- Deliver consistent improvement in top-line and bottom-line performance.
- Implement performance-driven models to maximize resource utilization and revenue generation.

▪ **Marketing Initiatives:**

- Oversee the execution of digital marketing strategies to enhance customer engagement across channels & drive brand outcomes
- Drives continuous upskilling of all stakeholders regarding multichannel functionality, optimal usage, release changes and best practices/processes.
- Achieve high fleet readiness and 100% uptime performance with optimal maintenance strategies.
- Ensure 100% delivery and service adherence through process standardization and technology integration.
- Lead high-impact cost reduction initiatives through supply chain consolidation, localization, and productivity enhancement.
- Ensure efficient management of HR, administrative and cooperatives affairs as well.
- Launch sustainable and customer-centric mobility initiatives aligned with ESG and green mobility goals.
- Build a resilient organization structure capable of rapid scaling across geographies and service verticals.

▪ **Strategic Leadership & Growth:**

- Proven leadership experience in Managing Director / Business Head / Operations Director roles, ideally within transportation, automotive, engineering, or logistics industries.
- Ensure efficient management of HR, administrative and cooperatives affairs as well.
- Deep knowledge of mobility industry in India with a proven track record.
- Strong track record of leading complex plant/facility operations or service organizations with multi-functional teams.
- Demonstrated success in managing large-scale P&Ls, launching greenfield operations, and transforming underperforming sites.
- Strategic thinker with a hands-on approach to implementation, stakeholder engagement, and business transformation.

➤ **Skills & Qualifications:**

- **Industry:** Mobility / Ride-Hailing / Taxi Services
- **Location:** New Delhi
- **Age (as on 31-July-2025):** 55 Years (Relaxation may be given to exceptionally found suitable candidates)
- **Education Qualification:** Graduate in Engineering (B.Tech/M.Tech) with a full-time MBA/PGDM/Executive MBA is a must.
- **Tenure Details :** This role is a Fixed term engagement basis for 3 years (may be extended further for 2 years basis performance)
- **Reporting Structure:** This role reports to the Board
- Strong interpersonal, analytical, and decision-making skills with the ability to inspire and lead large teams in dynamic environments.
- Build strong network and lead effective communication with the Government, the regulators, and the industry leaders.

➤ **Core Competencies:**

- Strategic Vision Execution
- Operational Excellence Fleet Efficiency
- People Leadership Culture Building
- P&L, Financial Governance
- Safety, Quality & Compliance Management
- Cost Optimization, CAPEX/OPEX Control
- Customer Focus Service Innovation
- Digital Transformation Lean Practices
- Sustainability Leadership