Title of advt.: Advertisement for the post of 'Senior Manager – Industry Connect and Management Development Programme (MDP) Coordination' for TISS School of Vocational Education.

1. Advertisement No. : **TISS/SVE/March /2021/2**
2. Date of advt. (The date of posting of advt.) : **26 March 2021**
3. Interview type (Based on scrutiny/walk in) : **Based on Scrutiny**
4. Last date of submission of applications : **12 APRIL 2021**

Job Title – Senior Manager – Industry Connect and Management Development Programme (MDP) Coordination

Brief on the Institution

In December 2011, Tata Institute of Social Sciences set up the School of Vocational Education (SVE) to provide immediate and definite interventions to improve the skill levels of millions of youth, through appropriate vocational training programmes. The target beneficiaries include organized and unorganized workforce across the industries and SVE aims to cover every individual who needs to develop employable skills. A vision of creating an ecosystem that would bring back the dignity of labour to all professions and occupations to create sustainable sources of income for the blue collar workforce and youth in the country. For more details visit our website www.tiss.edu

We are looking for a Senior Manager – Industry Connect and Management Development Programme (MDP) Coordination who will be responsible to tap organised and unorganised workforce in India by offering various skill enabled courses under SVE.

Your Responsibilities:

- Create a strategic territory plan to expand the SVE model
- Overall ensure seamless execution of the Industry connect plan through:
- **Skill Knowledge Partners**
    - Identify appropriate opportunities which support SVE's strategic priorities and pipeline generation of Skill Knowledge Partners.
    - Act as a subject matter expert on valuation and deal structuring.
    - Lead all pre-transaction diligence efforts.
    - Develop long-term relationships and design account plans for new relationships
    - Generate leads from marketing events for student mobilization.
    - Managing other activities as Internship, Stipends, etc.
- **CSR Funding**

- Establish and maintain existing Industry and explore new ones to increase the organization's reach i.e. maximize CSR funding through Industry Donors.
- Conducting presentations for Industries and collaborating with them for raising funds.
- Brainstorming new and innovative fund raising activities, creating proposal for its approval.

- **MDP/Other Programmes**
  - Identify opportunities, evaluate, execute the plan for MDP and other programmes.
  - Support and coordinate all activities under MDP and the other programmes.
- **Other responsibilities**
  - Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations.
  - Monitor and meet the biannual and annual targets.
  - Provide quantitative/qualitative analysis on general trends to the Program Head/Dean.
  - Should be willing to take up task apart from that specified as per the requirement of the school and carry out additional duties and responsibilities as required from time to time.

Your Skills:

- 15+ years business development out of which **minimum five years in the Education field**
- Excellent written and verbal communication
- Entrepreneur skills and ability to work autonomously
- Ability to upsell and cross sell
- Market knowledge
- Presentation skills
- Proficiency is MS office skills
- Passion for Education

Qualification – Minimum 2 years Post Graduate in Sales & Marketing

Reporting to – Programme Head

No of positions – One

Location - This position will be based in Mumbai.

Arrangement – Contract for a period of 2 years and extendable based on individual performance and the schools performance.

Industry - Education Management

Employment Type - Contract

Salary Range – As per industry standard

Email your resume/cv to : anamika.dubey@sve.tiss.edu

General Instructions

1. Applicants are advised to submit online applications. Offline applications will not be accepted.
2. The Institute reserves the right in short listing the candidates. Only short listed candidates will be contacted for an interview through an email.
3. The Institute may offer a lower post to a candidate, in case the Selection Committee recommends so.