



Job Title: Deputy Manager (Business Development)

Location: Institute of Rural Management Anand (IRMA), Anand - Gujarat

About IRMA:

The Institute of Rural Management Anand (IRMA) is a premier, national level Institute for Postgraduate, Doctoral and Mid-career/in-service education, research, and consulting in rural management. Founded in 1979, IRMA's mission is to promote all-around sustainable Rural Development through professional management.

Role Description:

- Identify and develop business contacts with donor organizations, HNIs and corporates to raise funds for corpus and other core activities of IRMA.
- Undertake outreach to strengthen the client base for management development programmes and consultancy projects. The clients will include Government Departments, funding organizations, and CSR departments.
- Maintain records, and transactions and provide timely reports to the Research, Consulting, and Training (RCT) Office.
- Prepare MDP reports, programme brochures and other communication materials as per the requirements of the RCT office.

Selection Criteria:

The applicant should have a master's degree (preferably an MBA or a master's degree in public relations and communications) from a recognized University/Institution. The applicant must have a good command on written and spoken English.

Minimum of five years of experience in marketing/fundraising or/and in managing MDPs/EDPs at academic institutions/Corporate/B2B.

Age:

The Applicants age should preferably be around 35 years.



Nature of Appointment

The position would be purely for three years on a contractual basis. Based on the performance, and institutional requirements, it may be extended up to five years.

Remuneration:

The remuneration will not be a constraint for the deserving candidate and will be decided only after the interview.

To Apply:

Interested candidates may please apply online by August 06, 2023, i.e., 23:59 at <https://www.irma.ac.in/careers/careers.php>.

Please Note:

The IRMA Director reserves the right to relax the prescribed selection criteria in the advertisement in case a suitable applicant is found fruitful for the position.

Applicants not found suitable for the position may be considered for a lower position or on a lower pay scale or on an appropriate consolidated salary on contract.

The Institute reserves the right to change/apply appropriate shortlisting criteria in case of a large number of applications.

Only short-listed candidates will be called for the interview, and no correspondence/interim enquiries/telephonic enquiries in the matter will be entertained.

IRMA is committed to equal opportunities and inclusion of all social groups, including people belonging to minority groups, Gender, Scheduled Castes, Scheduled Tribes, Other Backward Classes, and persons with disabilities.

Mere fulfilling the minimum qualifications and experience prescribed will not make an applicant's eligible to be called for an interview.