



INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

Requires

Head, Corporate Relations - PGPX

IIM Ahmedabad has been successfully offering a One Year full time MBA for Experienced Professionals (PGPX) for last fifteen years. It has consistently ranked among top 30 business schools in the world. PGPX participants are professionals with an average 8+ years of work experience and around average of 33 years of age. They come from diverse professions and backgrounds with aspirations to join senior and middle level positions in organizations.

The institute wishes to hire a passionate professional to lead its outreach, career development, and alumni connect initiatives. The role requires extensive traveling and networking with industry leaders and corporate heads across the globe to strengthen the PGPX recognition among recruiters, alumni network and also potential applicants.

The candidate's main role would be to strengthen the corporate relations of the Institute. For this, he/she will be required to proactively use his connections to create and nurture high level corporate relationships, increasing their engagement with the institute through personal visits and networking. The candidate is expected to actively identify connections and convert them into potential long-term recruiting partnerships with the institute by understanding the requirements of the corporates and aligning the needs with offering the right mix of graduate profiles to match the need.

Job Description:

1. Leverage own and institute's network to build relationships with C-Suite and HR Heads.
2. Increase recruiter pool size by increasing PGPX brand awareness.
3. Improve engagement with alumni and their connection with the institute for better career services for students.
4. Constantly work with IIMA's Media and Marketing cell to strengthen the brand awareness of the PGPX.
5. Plan for networking events, marketing campaigns and use his/her top-level corporate networks.
6. Establish and anchor the Career Development services for students enrolled in one-year full time program in management for executives.
7. Set up systems to liaison with IIMA alumni for recruitment purposes

Qualification, Experience & Skill Requirements:

- Post graduates or Masters in any of these fields (Business Administration, Human Resources, Psychology, Sociology, Communication, Education and related fields) with minimum 10 years of post-qualification experience (may be in the areas of recruiter relationship building, placements, networking, corporate communications, marketing etc.), of which about 8 years must be in an overall supervisory position.
- Brings entrepreneurial skill set and orientation to work
- Excellent communication skills and ability to work in a multi-stakeholder environment.
- Willingness to travel
- Passion to take the IIMA PGPX brand to new heights
- Strong corporate network with C-Suite and HR Head executives across industries
- Experience of 10+ years as a senior executive in corporate post management education
- Proactive with go-getter attitude
- Experience in managing recruiter relationships (preferred)

Age: Maximum 55 years as on the last date of application.

Salary & Allowances: Selected candidate will be offered a fixed term appointment initially for a period of three years on a consolidated monthly salary on CTC mode. Candidates currently in Level 10 or above as per 7th CPC or having consolidated pay of Rs. 1,50,000/month or more are encouraged to apply. The contract may be extended further as per the mutual convenience.

During the contract period or after the successful completion of the contract, if the performance of the candidate is found very well and Institute is in need of such position, Institute may confirm the candidate in a suitable pay scale with or without further probation, depending on duration of earlier contract and performance.

Interested candidates are advised to **APPLY ONLINE** latest by **July 27, 2020**.

[Click here to Apply](#)