



Institute of Rural Management, Anand (IRMA)

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

IRMA Requires an Ambitious and Experienced Deputy Manager - Business Development

Job Description:

- A) To identify and develop contact with donor organizations, HNIs and corporates to raise funds for corpus and other core activities of IRMA. The incumbent will also be responsible for generating clients for MDPs and consultancy projects from Ministries, funding organizations, CSR initiatives of PSUs, Corporates and other organizations that are in alignment with IRMA's mission.
- B) The Incumbent will source and actively seek opportunities for research assignments and research programmes. S/he would be required to effectively liaison with the Government department and agencies, relevant ministries of the central and state governments, multilateral organizations, corporates, civil society organizations.
- C) The incumbent should be able to build/strengthen relationships with existing and potential clients; Prospecting and market development for consulting projects, MDPs and research projects etc. with a long-term horizon for both the client organization and IRMA.
- D) The incumbent should be able to keep and maintain the records of day-to-day and periodic work and transactions and report timely to the concerned authority.

Qualification and Experience:

IRMA is looking for an ambitious team player with a minimum of five years of experience in marketing/fundraising or/and in managing of MDPs/EDPs at academic institutions/Corporate/B2B.

The incumbent should be an MBA with specialization in Marketing or a Masters' Degree in Public Relations and Communications from a reputed University /Institution. The incumbent should have a fair taste for dealing with people and a good command of spoken and written English.

Age:

The Incumbent age should be preferably around 35 to 45 years.

Remuneration and Tenure:

The appointment will be made purely on a three-year contract. The CTC shall not exceed Rs.7.36 Lakhs per annum. The CTC includes all the monthly emoluments and Institutional benefits as per the rules and regulations.

The Director, IRMA reserves the right to make relaxations in the prescribed qualifications/ experience if found suitable.

Mere fulfilling of the minimum qualifications and experience prescribed will not make a candidate eligible to be called for an interview. Only short-listed candidates will be called for the interview. No correspondence/interim enquiries/telephonic enquiry in the matter will be entertained.

Interested candidates may please apply online by March 27, 2022, i.e., 23:59 p.m. at <https://www.irma.ac.in/careers/careers.php>. Please ensure that the application contains a Statement of Interest and a detailed Curriculum Vitae.