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| Employability.Life | |
| Job title: Manager- Industry Engagement | |
| Department: Business | |
| Reports to: Director- Industry Engagement | |
| <input type="checkbox"/> Full-time | <input type="checkbox"/> Exempt |
| <input type="checkbox"/> Part-time | <input type="checkbox"/> Nonexempt |
| <p>About the Company:</p> <p>Employability.life was designed for the purpose of providing a global employability service under career development training, micro-credential projects, and mentoring support. The objective of the organisation is to focus on education-to-employment transitions, and support in building talent for Industry 4.0 careers. This is inspired by Prime Minister’s approach to build a digital skilling ecosystem and provide resources that are in sync with the industry demand. Employability.Life is the Indian subsidiary of DCw. Digital Commonwealth (DCw) is a university on the frontlines of the intersections between business and technology. DCw works to ensure that digital possibilities for our students are better understood and more accessible to everyone. The focus is to offer educational courses and to train digital economy professionals. DCw is a part of ATMC Education Group which is a multinational higher education conglomerate (established 20 years back) centered around international study, with a focus on employability — especially within the IT and digital sectors. Our mission is to unlock global education & work opportunities and make sure that our students are ready for an ever-changing workforce.</p> <p>Job Description</p> <p>To forge partnerships/associations with companies, under the different industry verticals, to promote our industry engagement program. The idea is to collaborate with the top companies to get our programs endorsed by experienced professionals from leading industries who will provide guidance and mentoring to developing of our pedagogy as well as to preparing our students.</p> <p>This endeavor will help enhance the employability skills of students through project-based experiential learning and help industry also in getting employees who are ready</p> | |

for the global and digital workplace which is the need of the hour.

Essential Duties and Responsibilities:

- Responsible for generating & developing industry connects as per business requirement
- Identifying top corporates under the various verticals assigned to conduct meetings and discuss propositions to get endorsement of programs
- Meet senior management from various organisations (which are identified) to generate industry tie-ups with companies
- Generate revenues as per the targets assigned
- Be open to travel across India to meet objectives

Work Experience

- Typically, 7 to 10 years of relevant experience, prior knowledge of interacting with top managements of various companies would be preferred
- Strong experience in interacting with senior management of organisations
- Strategic Planning & Implementation - Orchestrate the development of strategic initiatives to advance industry alliances and achieve profitable growth
- Problem Solving – Approach problems in a rational manner using sound strategies that ensure comprehensive understanding and effective resolution
- Excellent verbal communication skills - Able to communicate effectively across multiple levels

Education Experience

- Graduation/Post Graduation in any discipline. MBA in Sales and Marketing will be preferred

Location

Mumbai, Bangalore