

Designation	Manager - Client Engagement	Department	PGDM Online
Location	Mumbai	Reporting to	Programme Chairperson
Job responsibilities	<p>Profile Summary: We are looking for a competent professional to undertake business development and B2B customer acquisition for SPJIMR's online programmes (Two-year PGDM Online and other shorter duration programmes) and to create awareness and communicate the value proposition of these programmes among corporate communities.</p> <ol style="list-style-type: none"> 1. To acquire new customers and increase the number of professionals enrolled in various online programmes. 2. Devise a new customer acquisition strategy, including leveraging the SPJIMR alumni network. 3. As a part of #2 above, undertake industry and sector research to identify areas where long and short-term programmes can create maximum value. 4. Orchestrate B2B customer outreach through researched and contextual conversations with CHROs, L&D heads, customer visits, alumni interactions, etc. 5. Facilitate senior-level engagement between existing and prospective clients and SPJIMR Programme Leadership. 6. Assist a prospective client's L&D departments in onboarding SPJIMR for programme partnerships. 7. Ensure timely and accurate communication of online programme policies (including eligibility criteria, admission procedures, and ongoing programme policies) to existing and prospective clients. 8. Assist the programme marketing team with ideas and collateral material. 		
Education qualification	Postgraduates/MBA will be given a preference. Graduates with relevant experience may also apply.		
Previous experience	Minimum 8 years of work experience. Preference for candidates with 5+ years of relevant experience, preferably in the service or education sector.		

Skills/capabilities required

- Business development and customer management skills
- Ability to work with diverse, multi-disciplinary teams
- Excellent time management and organisational skills
- Strong negotiation skills
- Organised and detail-oriented
- Tech-savvy, proficient in MS Office
- Outstanding verbal and written communication skills

Note: Interested candidates may share their resumes with navin.poojari@spjimr.org