

Job Description: Manager/ Lead Manager- Corporate Relations (South) – Career Services

Designation	Manager/ Lead Manager- Corporate Relations	Department	Career Services
Location	Hyderabad (Remote)	Reporting to	Director - Career Services and Alumni Relations
Job responsibilities	<p>Primary responsibilities:</p> <p>Campus recruitment</p> <ul style="list-style-type: none"> To build relations with recruiters in the Hyderabad region of India. Track and manage corporate visits to Mumbai campus. To work with the campus placement team to manage placement process of all programmes. Ownership of campus experience for both recruiters and participants. Meet targets set for the region. <p>Other institutional responsibilities:</p> <p>Other areas of business development</p> <ul style="list-style-type: none"> Identify recruiters for corporate sponsorship of events on campus. <p>Local support for institutional events</p> <ul style="list-style-type: none"> Provide support to admission teams of various programmes at Hyderabad. Support institution's marketing activities for full time programmes. Institute representative for Hyderabad chapter alumni events. 		
Education	Any post graduate/ MBA or related degree.		
Experience	<ul style="list-style-type: none"> Minimum 7 years' experience in business development, sales, or relevant role. Experience in customer acquiring and relationship management will also be considered. 		
Skills/capabilities required	<ul style="list-style-type: none"> Excellent communication and interpersonal skills with a high degree of professionalism and competence in dealing with a variety of individuals. Ability to manage conflicting priorities. Key Account Management. Self-driven and goal oriented. Demonstrated ability to sell to CXOs. 		
Important note:	This role would be a work from home role requiring travel within Hyderabad for meetings.		