

MANAGER – EXECUTIVE TRAINING/MDP, CONSULTANCY

Applications are invited for the post of on Manager – Executive Training/MDP, Consultancy & Sponsored Research on a contractual basis. As Training Manager, you will be responsible for the strategic development and delivery of Management Development Programmes (MDPs), training programmes, consultancy services of the Goa Institute of Management working closely with the Chairperson of MDPs as well as coordinating with the Centre for Excellence in Research for identifying, following up and liaising with agencies that fund sponsored research projects. You will be expected to manage and develop strong relationships with clients and assist in the marketing, development and delivery of tailor-made MDPs.

Qualification: PGDM/Master's degree or its equivalent from a recognised institution. Excellent written, verbal and interpersonal communication skills. Highly computer literate with proficiency in MS Office and related business and communication tools.

Work Experience: A minimum of 2 years experience in training and development management (essential).

Desirable: Excellent organisational skills and ability to multi task and work to deadlines.

How to apply: Fill up “CV Format” and send to careers@gim.ac.in

Job Description of Manager – Executive Training/MDP & Consultancy

- Connect with existing clients to float new programs (MDPs)
- Connect with new clients and sell MDP /Consulting products, and identify opportunities to develop new MDPs in response to market needs
- Be able to identify Consulting & Sponsored Research RFP tenders floated by PSU & other Funding agencies, Map with Institutional competencies, and follow-up, if found suitable
- Be able to market Open MDP's in collaboration with the Faculty coordinator of each MDP and the Marketing Manager.
- Liaise/ Oversee MDP execution (hospitality) on campus/ off campus and ensure the smooth handling of logistics and high standards in delivery in collaboration with the Outbound Projects Manager.
- Create and maintain a database of experts to collaborate with and offer joint MDPs
- Take care of back office related work
- Assist in the planning of the annual MDPs and training programs
- Coordinate with the CER, faculty research teams, and external agencies to market and support sponsored research projects.
- Manage evaluation processes, quality assurance, data and resolution of client issues
- Assist in the delivery of marketing and communications strategy including website content