



## JOB DESCRIPTION

### Inviting applications for the **ROLE** Regional Manager

<b>Reports to</b>	<b>Head – Training, Operations &amp; Placement</b>
<b>Role Objective</b>	The role involves the RM to formulate a market strategy to holistically build, enhance and strengthen relationships with key stakeholders and employers to develop and enhance value for Anudip Foundation
<b>Responsibilities</b> <b>In this role, you will be responsible for:</b>	<ul style="list-style-type: none"> <li>• The State Head must thoroughly assess and examine the development and execution of the market strategy through leading and working with a team driven to complement the outlined core values, corporate strategy and Anudip's long term vision.</li> <li>• Educating Anudip's Donors, external employers on MISSION, VISION and core values and impact through representing and further building the brand in identified networks and market channels</li> <li>• Market Expansion &amp; Growth - Assessing local market conditions, developing business plans and executing market strategies such that relationships are strengthened and enhanced with our user base, institutions, partners and key stakeholders to deliver greater business impact and leverage growth opportunities.</li> <li>• Liaison with the local communities like the gram panchayat etc. to create a buy in and get maximum foot falls</li> <li>• Setup all necessary partnerships to mobilize and place students</li> <li>• Timely identification the need of recruitment of staff state-wide operation, coordinating with H.O. to recruit faculty and support staff</li> <li>• Manage regional day-to-day HR, administration and accounts with support from headquarters</li> <li>• Ensure training delivery quality meets the set standards</li> <li>• Coordinating with H.O &amp; Client Organizations to ensure 100% placements</li> </ul>
<b>Desired profile</b>	<ul style="list-style-type: none"> <li>• Minimum 10 years of experience in skill development industry of which 5+ years of team management expertise is a mandate</li> <li>• Minimum 5+ years of expertise in donor funded skilling operations</li> </ul>

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