

Lead Partnerships (Government) – TATA STRIVE

Tata STRIVE is an initiative of the TCIT, aimed at actively bridging the gap between vocational education and industry needs. Tata STRIVE runs various programmes to skill the youth from underprivileged backgrounds enabling gainful livelihood for each aspirant differentiated by its innovations in technology, pedagogy and methodology.

Designation	Lead Partnerships
Openings	1
Objective	To develop and implement partnership strategies to increase the reach and impact of our programmes.
Major Deliverables	<ul style="list-style-type: none"> • Identification & selection of partners • Conducting due diligence of the partners • Develop & Deliver professional Tata STRIVE presentations to potential partner organizations and Government agencies • Conceptualization & proposal creation of Projects / Programmes in collaboration with Partners • Develop Partner network for the various projects • Work closely with Project Management Team for the project development • Drive partner events with internal and external stakeholders including Government agencies • Coordinate the management of ongoing relationships with existing partners and where relevant, leverage those relationships to greater and enhanced impact • Using methods and processes to drive results through partnerships
Reporting To	Principal Lead
Location	Delhi/Mumbai
Essential Attributes	<ul style="list-style-type: none"> • Experience in Business Development • Ability to partner with the various group companies, institutions and govt. bodies to bench-mark and converting it to the world class processes • Good networking & communication skills • A self-starter with the ability and drive to build the initiative
Qualification	M.B.A (Preferred but not essential)
Desired Experience(years)	8-10 Years (Out of which minimum 5 years of relevant experience in skilling industry)