

## Associate Lead Partnerships – 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	Associate Lead Partnerships
Openings	2
Objective	To develop and implement partnership strategies to increase the reach and impact of our programmes.
Major Deliverables	<p><b>Partnership Management:</b></p> <ul style="list-style-type: none"> <li>• Effective manage the assigned partners and ensure timely project deliverables as per MOU/Agreement.</li> <li>• Support Partnership leads in developing proposals for getting new partnership</li> <li>• Identify new opportunities/areas of collaboration in existing partnerships.</li> <li>• Research and identify prospects for partnerships – Corporates, NGOs and Government</li> <li>• Identify potential risk in project delivery and create mitigation strategy involving respective stakeholders.</li> </ul> <p><b>Reporting &amp; Communications:</b></p> <ul style="list-style-type: none"> <li>• Preparing presentations, reporting dashboards including Grant Utilization reports, Quarterly/Half yearly/Annual Reports.</li> <li>• Ensure timely Governance meetings with all stakeholders.</li> <li>• Periodic Communication with internal and external stakeholders to ensure the project deliverables.</li> <li>• Prepare partnership proposals, MOUs / Agreements within agreed timelines.</li> <li>• Work cross functionally to collate the required project insights to development various reports.</li> <li>• Communicate the definition of project missions, goals, targets, tasks, and resource requirements with other stakeholders.</li> </ul> <p><b>Stakeholder management</b></p> <ul style="list-style-type: none"> <li>• Adhere to the defined reviewing mechanism for partnership reviews.</li> <li>• Ensure the accuracy and timely delivery of all reports as per defined schedule</li> </ul>
Reporting To	Lead Partnerships
Location	Mumbai & Kolkata
Essential Attributes	<ul style="list-style-type: none"> <li>• Experience in Business Development</li> <li>• Ability to partner with the various group companies, institutions and govt. bodies to bench-mark and converting it to the world class processes</li> <li>• Good networking &amp; communication skills</li> <li>• A self-starter with the ability and drive to build the initiative</li> </ul>
Qualification	M.B.A (Preferred but not essential)
Desired Experience(years)	5-8 Years (Out of which minimum 3 years of relevant experience in skilling industry)