



TAPMI

(A constituent unit of MAHE, Manipal)



TAPMI

Join TAPMI as a

SENIOR MANAGER



Bengaluru



June 07, 2024

Applications to:
cel.tapmi@manipal.edu

Apply today!



www.tapmicel.com

Position Summary

The senior manager of the Executive Education Program is designated as a mid-level leadership role within T A Pai Management Institute, entrusted with the strategic oversight and expansion of the Institution's executive education portfolio. The manager will primarily oversee the business development activities at the TAPMI Centre for Executive Learning (TCEL). The direct reporting is to a professor designate – Chairperson of the Executive Education program. The position will also entail a monthly visit to TAPMI Manipal Campus.

Key Responsibilities

1. Executive Education Business Development
 2. Client Relationship Management
 3. Alumni Engagement
 4. Admissions Team Support
-

Secondary Responsibilities

1. Strategic and financial planning for TCEL
 2. Demonstrated track record of success in identifying, securing, and managing strategic partnerships with corporate clients or similar stakeholders.
 3. Engaging in global partnerships for TCEL
-

Qualifications

- Master's degree in business administration, marketing, education, or a related field from an Institute with a current NIRF ranking within 40.
- Minimum of ten years of progressive experience in business development, client relationship management, or corporate training, preferably within the higher education or professional development sector.
- Demonstrated track record of success in identifying, securing, and managing strategic partnerships with corporate clients or similar stakeholders.
- A professional with strong analytical and business acumen, exceptional communication skills, and a willingness to travel extensively and work flexible hours to meet client needs and engage stakeholders.