

इंडियन इंस्टीट्यूट ऑफ टेक्नोलॉजी दिल्ली
 हाज खास, नई दिल्ली -110016
 (औद्योगिक अनुसंधान एवं विकास इकाई)
 INDIAN INSTITUTE OF TECHNOLOGY DELHI
 Hauz Khas, New Delhi-110016
 (Industrial Research & Development Unit)

No. IITD/IRD/MI00193/98807

Dated:15/04/2019

Advertisement No.: IITD/IRD/076/2019

Applications from Indian nationals are invited for Project Appointment under the following project. Appointment shall be on purely contract basis for the Continuing Education Programme with consolidated pay, renewable yearly subject to performance or upto the duration of the project, whichever is earlier. This position will be responsible for the marketing effort for CEP. निम्नलिखित परियोजना के तहत भारतीय नागरिकों से आवेदन आमंत्रित किए जाते हैं। अपॉइंटमेंट, अनुबंधित आधार पर समेकित वेतन, नवीकरणीय वार्षिक या परियोजना की अवधि तक, जो भी पहले हो, के साथ होगा.

Title of the Project	Record for staff hired by IRD to work under QIP (MI00193)	
Funding Agency	IIT Delhi	
Name of the Project Investigator	Prof. Mahim Sagar, PI	
Deptt./Centre	Department of Management Studies	
Duration of the Project	Upto:31/03/2021	
Post (s)	Consolidated Pay-slab	Qualifications
Project Manager (1)	Rs.47,600-51,000-54,400-58,700-63,000-67,300/- p.m. plus HRA @ 24%	EQ: A postgraduate degree with (ii) minimum 8 yeasers relevant work experience in an Institute / organization out of which at least 5 years at the level at Supervisor level OR (I) A Graduate degree and (ii) minimum 12 years relevant work experience in an Institute / organization out of which at least 5 years at the level of Supervisor level. Desirable: (i) MBA / PGDM preferably in Marketing or equivalent (ii) Experience in Direct / B2B markets. Key requirements: 1. Client Acquisition: Achieving revenue targets through customer acquisition in the B2B space. Build substantial account base in assigned vertical/region. 2. Account Management: Achieve account revenue/targets. Lead the end -to-end Account Planning, Drive strategic engagement 3. Drive Product Mix: Drive calendar programs number for the region / sector 4. Drive Sector initiatives: Customer events, industry body events. 5. Candidate should have excellent Selling/Negotiations Skills 6. Preparing sales pitches and presenting to CXO Level / decision makers audience in corporates 7. Demonstrated Track record in meeting and exceeding targets consistently.

The post may be downgraded as per discretion of the Selection Committee if none of the candidate is found suitable for the post.

The candidates who are interested to apply for the above post should download **Form No. IRD/REC-4** from the IRD Website (<http://ird.iitd.ac.in/rec>) of IIT Delhi and submit the duly filled form with complete information regarding educational qualifications indicating percentage of marks/division, details of work experience etc. **by e-mail to: hodqjceep@admin.iitd.ac.in**

Contd....

IIT Delhi reserves the right to fix higher criteria for short-listing of eligible candidates from those satisfying advertised qualification and requirement of the project post and their name will be displayed on web link (<http://ird.iitd.ac.in/shortlisted>) alongwith the interview details. Only short-listed candidates will be informed.

5% relaxation of marks may be granted to the SC/ST Candidates. In case of selection of a retired/superannuated government employee, his/her salary will be fixed as per prevailing IRD norms. अनुसूचित जाति / अनुसूचित जनजाति के उम्मीदवारों को अंकों की 5% छूट दी जा सकती है. एक सेवानिवृत्त सरकारी कर्मचारी के चयन के मामले में उसका वेतन वर्तमान आईआरडी मानदंडों के अनुसार तय किया जाएगा।

The last date for submitting the completed applications by e-mail is 30/04/2019 by 5.00 p.m. The shortlisted candidates who are called for interview should bring original certificates (both professional and academic) with a recent passport size photograph at the time of interview.

(वीरेंद्र कुमार वशिष्ठ)
सहायक कुल्सचिव, आईआरडी

वितरण

- Head of the Deptt./Centres/Units : It is requested that the contents of the Above Advt. be brought to the notice of the staff working in your Deptt./Centre/Unit
- Webmaster, IRD : To put advertisement at IITD website.
- Notice Boards
- Advertisement file
- Prof. Mahim Sagar, PI, Deptt. of Management Studies
Copy to Chairperson, DRC

