



Sol's ARC is a registered non-profit organization established in 2003, under the Charitable Trust Act of Mumbai, working towards transforming education. We conduct innovative education research to build inclusive learning content, ensuring every child can learn and that our innovation will reach the last mile. We achieve our vision of no child left behind through our schools, therapies & partnerships.

Job Description

Department	Projects and Operations
Designation	Business Development Head
Location	Andheri west, Mumbai
Purpose of the Role	Developing and diversifying government and non-government partnerships for Sol's ARC to scale its various programs.

Accounting and Reporting Relations

Reporting & Accountability	Executive Director
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Role & Responsibility	<ul style="list-style-type: none"> • Having an in-depth knowledge of organization's projects and value proposition. • Identifying trends by researching across sector • Monitor, coordinate, and communicate the strategic objectives of the organization • Collaborate and network successfully with other entities outside of the organization • Develop and foster relationships with the community, stakeholders, and other entities • Contacting potential partners to establish rapport and arrange meetings. • Liaising with various government officials • Develop proposals, drafting and reviewing MoUs for partnerships • Negotiating with stakeholders • Developing goals, strategies and plans for project teams and ensuring they are met • Build long term relationships with new and existing partners. • Training personnel and helping team members develop their skills. • Compile reports to demonstrate impact.
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Job specification

Qualification	<ul style="list-style-type: none"> • Master's degree in management, business development or related field
Prior Experience	8 to 12 years
Competencies	<ul style="list-style-type: none"> • High-level communication skills • Stakeholder management skills



	<ul style="list-style-type: none"> • Proven ability to negotiate • Experience with design and implementation of business development strategy • Conflict resolution • The ability to self-motivate and motivate a team • Experience working to and exceeding targets
Technical Skills	<ul style="list-style-type: none"> • Outstanding knowledge of data analysis, reporting and budgeting • Excellent Knowledge of performance evaluation techniques and key metrics • Proficient using Microsoft Suite (Excel, Outlook, Access, etc.)
Other Specification	Open to frequent travel
Work Days	Mon to Fri – 10.00 am to 6.00 pm
Annual CTC	INR. 12,00,000/- to INR 14,00,000/-