



# INDIAN INSTITUTE OF MANAGEMENT

Prabandh Nagar, IIM Road, Lucknow-226013 (U.P.)

Website: [www.iiml.ac.in](http://www.iiml.ac.in)

Advertisement No. IIML/Rectt-01C/2021

January 15, 2021

## **VACANCY NOTIFICATION FOR GENERAL MANAGER (MDP) ON CONTRACT**

### **I. MDPs and Executive Training Programmes**

Indian Institute of Management Lucknow (IIML) provides an opportunity for high octane managers and leaders a place to evolve through highly interactive executive learning to reflect, reorient and begin afresh! Therefore, our Management Development Programmes (MDPs) and executive training programmes focusing on various aspects of management aims at developing new-age world-class leaders who can effortlessly address complex managerial issues/challenges and can seamlessly switch into different managerial roles to navigate their way through. We hope they, as a leader, steer the organizations in an ever changing and dynamic economic and business environment and sustain businesses successfully, as well as to have a lasting impact on societal development.

MDPs at IIM Lucknow aims to be a high quality, high impact, cutting edge learning intervention empowering executives and leaders from all walks of life with an objective to help executives in upskilling and reskilling their knowledge and competences through various short-term and long term MDPs. IIML offers open and customized MDPs and trains professionals working in Government, PSUs, Private Corporates and other social sector organizations. While customized MDPs and executive training programs are also curated in consultation with the concerned institutions/organizations, open enrolment MDPs are based on a particular theme/sector. These programs are offered at IIM Lucknow and its Noida Campus, through class room as well as online mode.

### **II. General Manager's Role Responsibility**

The incumbent will lead IIML's engagement with working professionals proactively seeking management education through networking/relationships with various PSUs, Corporate HR Teams and liaisoning with the professionals by highlighting IIML's high-quality MDP offerings.

Further, besides working closely with IIML faculty to build and nurture relationships with different sectors, such as, Central Govt./State Govt./ PSUs/ Private Corporates/Social Sector, etc., the role also entails an understanding of their training/learning needs and facilitate the design and delivery of open enrolment and customized MDPs to meet these requirements.

IIML invites applications for the position of **GENERAL MANAGER (MDP)** on contract initially for one year, and further extendable for a period of three years; subject to performance review & appraisal. The candidate should have demonstrated excellence in managing Training & Development activities with organizations of national & international repute.

### **III. Qualifications & Experience**

- Candidate should be a Postgraduate, preferably an MBA from a reputed institute with at least 15 years' experience; of which at least five years should have been in a Senior Managerial position, such as, Head of Training Programmes, etc., involving designing, developing, and marketing of MDPs and executive training programs, or Training & Development activities, or related academic and professional services.
- Candidate should have demonstrated competency and robust exposure of content & concept designing, proposal writing, drafting and execution of MoUs, Agreement, Tenders and Contracts, etc.

### **IV. Job Description:**

The General Manager (MDP) shall report to the Chairperson (MDP) and shall be responsible for the following major activities:

- Develop and execute a long-term annual plan for both open and customized MDPs.
- Liaising with various stakeholders such as, Central/State Government, private corporate and other organisations, etc. for business development.
- Assess the training needs of various sectors and disseminate information about IIML programs with appropriate audiences through various channels and methods including networking events, digital and social media promotions, etc.
- Work with IIML faculty members to design and develop programmes.
- Develop and monitor key performance indicators of the MDP team, and improve actual performance to achieve these Key Performance Indicators (KPIs).
- Lead the annual planning activities covering revenues, expenses, manpower requirements and infrastructure requirements including procurement plan for technology, facilities and programme materials for MDP.
- Lead the MDP team for creating an extraordinary experience for MDPs.
- Any other job assigned by the Chair MDP or any other officers

**V. Age Limit:** Maximum 62 years as on the last date for receipt of applications.

### **VI. Monthly Consolidated Emolument:**

The monthly consolidated emolument would be in the range of Rs. 1,00,000-1,25,000/- per month (all inclusive). This will be commensurate with the candidate's profile.

### **GENERAL CONDITIONS:**

- 1) Last date for receipt of applications is **February 15, 2021**.
- 2) The envelope containing the applications should be clearly superscribed in bold **“Application for the post of General Manager (MDP) on contract”**
- 3) Crucial date for determining the age limit shall be the last date for the receipt of applications.
- 4) Mere fulfilling of the minimum advertised qualification and experience requirements DO NOT automatically entitle an applicant to be called for Brief presentation followed by personal interview.

- 5) All the applications received within the due date in response to this advertisement shall be considered by a Screening Committee and ONLY the candidates recommended by the Screening Committee will be called for further selection process. The decision of the Institute will be final and the Institute will not entertain any correspondence in this regard.
- 6) In view of the current COVID-19 situation, the selection process may be conducted through online mode (through Google meet etc.). Candidates are required to mandatorily mention their Gmail ID in application form.
- 7) Incomplete applications or applications without self-attested copies of certificates/ testimonials or received after the last date are liable to be rejected.
- 8) **Selection Process-** Brief presentation followed by personal interview.
- 9) No TA/DA or any other incidental expenses will be reimbursed for attending the selection process.
- 10) Candidates are advised to visit the website of IIM Lucknow ([www.iiml.ac.in](http://www.iiml.ac.in)) regularly for any Updates, Amendments and Corrigendum. **It will be placed on the Institute website only.**
- 11) IIML reserves the right not to fill the post, if it so desires.
- 12) **CANVASSING IN ANY FORM WILL BE A DISQUALIFICATION.**
- 13) Institute will not be responsible for any postal delay.
- 14) Legal disputes, if any, will be restricted within the jurisdiction of Lucknow only.

#### **How to Apply:**

Interested and eligible candidates should submit their application **ONLY** in the prescribed **Application Form** (Page 4 to 6 of this PDF File) along with self-attested photocopies of all mark sheets/certificates relating to educational qualifications, experience etc. and a recent passport size photograph affixed on the application.

#### **Last Date of Receipt of Applications:**

Applications should reach to the Undersigned on or before **February 15, 2021 (5.00PM)** to the undersigned through Speed-Post/Registered-Post/Courier. The envelope containing the applications should be clearly superscribed in bold **“Application for the post of General Manager (MDP) on contract”**

**Chief Administrative Officer**  
Indian Institute of Management  
Prabandh Nagar, IIM Road  
Lucknow – 226 013

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# INDIAN INSTITUTE OF MANAGEMENT LUCKNOW

POST APPLIED FOR: .....

Advertisement No. IIML/Recvt-01C/2021 dated January 15, 2021

01	NAME		PASTE YOUR RECENT PASSPORT SIZE PHOTOGRAPH
02	FATHER'S / HUSBAND'S NAME		
03	CONTACT NO.		
04	ALTERNATE CONTACT NO.		
04	EMAIL ID		
05	ALTERNATE EMAIL ID		
05	ADDRESS FOR COMMUNICATION		
06	DATE OF BIRTH & AGE (YEARS/MONTHS) AS ON 20.01.2021	DoB: _____ & Age: _____years & _____months	
07	CATEGORY (SC / ST / OBC / PWD / UR)		
08	NATIONALITY		

## 09. EDUCATIONAL QUALIFICATIONS:

	*Name of the Examination Passed	Mode of Study i.e. Regular (full-time) / Private / Distance / Part-time etc.	Year of Passing	Division & % of Marks <i>(No rounding is allowed)</i>	Name of the Board / University / Institute	Subjects / Specialization
10 <sup>th</sup>	-----					
12 <sup>th</sup>						
Graduation						
Post-graduation						
Others						
Others						

*No rounding off for percentage is allowed.*

*\*Mention name of degree/certificate/course.*

<b>10.</b>	<b>TOTAL EXPERIENCE:</b>	<b>YEAR (S)</b>	.....	<b>MONTH (S)</b>	.....
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*Work Experience in chronological order, starting with the first job*

Name of Organization with Address	Post Held & Pay Scale/ Monthly consolidated emoluments	Period of service			Nature of work & level of responsibilities in not more than 100 words
		From	To	Experience (years / months)	

*Attach separate sheet, if required.*

**11. PLEASE ATTACH EXTRA SHEET INDICATING YOUR SUITABILITY FOR THIS POSITION**.....

**12. REFEREES:** Name, Designation, addresses, contact numbers and email IDs of two referees: (Referees should not be related to the candidate)

Referee-1	Referee-2
Name.....	Name.....
Designation.....	Designation.....
Address.....	Address.....
.....	.....
Pin Code .....	Pin Code .....
Phone/Mobile .....	Phone/Mobile .....
Email.....	Email.....

**13. ANY OTHER RELEVANT INFORMATION:** .....

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**DECLARATION**

I hereby declare that the information furnished above is true to the best of my knowledge and belief. If at any time it is found that I have concealed any information or have given any incorrect data, my candidature / appointment, may be cancelled / terminated, without any notice or compensation.

DATE : \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

NAME: \_\_\_\_\_