JOB TITLE	Manager Business Development and Corporate Relation	**Centres**	LNMIIT International Centre for Artificial Intelligence (LICAI) Centre for Lifelong Learning (CLL)
REPORTS TO	Centre Leads of LICAI and CLL	**SUBORDINATES**	
LOCATION	Jaipur	**DIVISION**	Non-Teaching (NT)

JOB PURPOSE

LNMIIT International Centre for Artificial Intelligence (LICAI)

An experienced and motivated Business Development Manager/Senior Manager to lead our efforts in launching a new campus focused on Artificial Intelligence (AI) education with ample experience in the education/industry sector. He will play a critical role in driving student enrollment, establishing global partnerships, and nurturing corporate relationships. The ideal candidate will possess a deep understanding of the education/industry sector, particularly in emerging technologies like AI and have a history of achievements in business development and corporate relations. The candidate requires training skills, and qualifications/knowledge upgrade of various relevant sections of the industry and government.

Centre for Lifelong Learning (CLL)

Seeking an experienced and motivated Business Development Manager/Senior Manager to lead our Centre for Lifelong Learning (CLL), a strategic academic and outreach unit dedicated to fostering continuous learning, professional upskilling, reskilling, and knowledge enhancement across diverse learner groups. The candidate will work in alignment with LNMIIT's mission of academic excellence, industry relevance, and societal impact. The candidate will aim to bridge academia–industry–society gaps through flexible, inclusive, and practice-oriented learning opportunities. This role acts as a bridge between the institution's academic expertise and industry needs, ensuring the sustainability of the center. The candidate requires training skills, and qualifications/knowledge upgrade of various relevant sections of the industry and government.

RESPONSIBILITIES

Area	Key Activities
LNMIIT International Centre for Artificial Intelligence (LICAI)	• Lead initiatives to expand the campus's reach by identifying and securing new business opportunities in the AI education space. • Formulate strategic partnerships with educational institutions and industry leaders to enhance the campus's offerings. • Build and maintain strong relationships with corporate partners, focusing on AI and technology sectors. • Collaborate with partners to create internship opportunities, mentorship programs, and joint research initiatives. • Build and maintain strong relationships with corporate partners and industry to understand their corporate training needs in Artificial Intelligence and related domains. • Collaborate with partners to create and develop and sustain their corporate training needs and collaborate with foreign Universities/top Universities of India and Institutions to deliver state-of-the-art programs that they need. • Develop and manage international collaborations with universities, research institutions, and tech companies. • Facilitate student exchange programs and joint academic ventures to enhance the global presence of the AI campus. • Conduct thorough market research to understand industry trends, competitive

	landscape, and emerging opportunities in AI education. • Apply insights to refine the business development and sales strategy. • Collaborate closely with internal teams (e.g., academic, marketing, product development) to align offerings with market needs. • Representing the campus at international conferences, industry events, trade shows, and networking opportunities to boost visibility and engagement. • Prepare and present detailed reports on sales performance, business development activities, and market insights for senior management. • Set and monitor performance targets in alignment with the campus' growth objectives. • Support leadership in fund-raising initiatives and activities, including preparation of investor decks, due diligence coordination, and representing the business case to potential investors or funding agencies. • Visits to various locations for improvement of learning in the Institute.
Centre for Lifelong Learning (CLL)	• Conduct market research to identify areas of new need where new, flexible and industry focused programs of varying durations, having structure and curricula designed in the consultation with industry. • Continuously engaged with the industry and various sectors of the government, design and offer such custom-designed flexible programs and stay self-sustainable. • Engage with corporate clients for customised and open Executive Development Programs. • Promote short-term, long-term, and customised training programs to industries, PSUs, and other organisations. • Building, maintaining, and strengthening long-term, professional relationships with corporate partners, industry leaders, HR heads, L&D managers, and senior industry executives. • Coordinate with faculty and academic teams to design industry-relevant programs and connect with the industry for selling of developed programs. • Prepare proposals, presentations, and MoUs for corporate training engagements. • Achieve assigned revenue, enrolment, and outreach targets for executive education. • Represent the Institute at conferences, industry events, trade shows, and networking opportunities to boost visibility and engagement. • Maintain records, track leads, and prepare periodic performance reports. • To understand the Institute need of learning development and finalised annual plan of CLL in co-ordination with Director LNMIIT and HOD's. • Timely completion of assignments and compilation of reports. • Establish good working relationships with other personnel. • Visits to various locations for improvement of learning in the Institute.
Other	• Provide various data pertaining to all the departments as and when required for statutory compliance, ranking, accreditation etc. • Any other responsibilities assigned by the Institute as needed.

QUALIFICATIONS

Essential Qualifications:

- MBA or equivalent degree in business, marketing, or a related field from an Institution of good standing.

Experience:

- The candidate should have at least 12 years of experience in business development and corporate relations within the education/industry sector, with a focus on technology or AI and other streams of the Institution of good standing.

Desirable:

- Must have good connects in the industry and have ability to build and sustain strong relationships with corporate and global partners.
- Must have broad understanding of the emerging trends in the industry including those requiring AI related skills.
- Knowledge of customer relationship management and other software oracle PeopleSoft would be preferable though not compulsory.
- Must have proven success in achieving targets and driving business growth in the educational sector or relevant talent in research and development function in the industry.
- Must be capable of working independently and collaboratively in a challenging environment.
- Must have excellent communication, negotiation, and people skills.
- Should be good in strategic thinking with excellent analytical and problem-solving abilities.
- Ability to work with the departments / offices closely and efficiently.
- Ability to work as a team member as well as lead a team with sincerity and integrity.
- Expected to have a positive attitude and outlook, self-discipline and be well behaved.

Age:

Preferably below 45 years