



CENTRE FOR INDUSTRIAL CONSULTANCY AND SPONSORED RESEARCH
INDIAN INSTITUTE OF TECHNOLOGY MADRAS
CHENNAI – 600 036

Advertisement No. : ICSR/PR/Advt.19/2022 Dated: 16/02/2022

Applications are invited for the temporary post of **Manager - Donor Stewardship Team** - for the project titled “**IoE Funds - Alumni & Corporate Relations Office Activities**” in the Office of Alumni and Corporate Relations, IIT Madras.

Co-ordinator: Prof. Mahesh V Panchagnula - Dean, Office of Alumni and Corporate Relations.

Duration: Initially for one year, extendable based on performance

S.No	Post	Qualification and Experience	Pay
1	Manager- Donor Stewardship Team	Educational Qualification: A Master’s Degree in Education, Business Management, Hotel/Hospitality Management, Human Resource Management, Business Administration, Communication, Computer Applications, Social Science, Business, Marketing or related fields. A bachelor’s degree in Engineering/Sciences may be an advantage. Experience: A minimum of 5 or more years of experience is required. Experience in Managing hospitality relations, Customer relations, Donor & Corporate relation roles in the development sector in Organization/ experience in a similar educational environment is preferred.	Rs. 45,000/- pm to Rs. 80,000/- pm Competitive salary commensurate with experience.

Job Description:

Position Summary –

The Manager – Donor Stewardship team is expected

- To interact with corporate and philanthropic donors to facilitate in raising funds for IIT Madras.
- To visit and encourage donors to support IITM and its socially relevant projects.
- To communicate with donors and potential donors.

- To facilitate and plan donor visits to the IITM campus and interaction with relevant/ concerned faculty.
- To understand and maintain a database of Socially Relevant Projects (SRP) at IIT Madras.
- To prepare reports periodically to keep track of receipts and deployments of funds received as donation from donors.
- To be able to organise and conduct networking events like seminars, conferences, or workshops for IITM Faculty, potential donors, and existing donors.
- To use Customer Relationship Management software like Salesforce or be trained to use the same.
- To train colleagues in the use of these systems, to prepare reports and properly utilize data from reports.
- To keep up-to-date recordings of the work done in the database and extract required reports.
- To use external databases to identify potential donors.
- To keep oneself updated on all notifications from various sources like government ministries.

Essential Duties:

- Supporting the Dean, Office of Alumni and Corporate Relations by communicating with various reputed Corporate Companies/individual donors and increasing networking to facilitate and enhance collaborations.
- Coordination with faculty to increase, support, and implement joint research collaborations with reputed Corporate Companies/High net worth individuals.
- Supporting the Dean's office in increasing the number of Corporate Relations and Donor Relations activities at IIT Madras.
- Exploring possibilities for raising funds from various Corporate Companies/High net worth individuals and strengthening the existing networks.
- Strong coordination between the Dean's office, faculty members of IIT Madras, and their collaborators for effective and smooth conduct of events and workshops.
- Hosting Corporate Companies delegation/individual donors visits to improve and increase collaborations.
- Assessing the viability of existing networks and coordinating with reputed and new networks to generate more revenue and introduction of new corporate and individual donor relationships.

The duties would entail but are not limited to the following:

- Maintaining effective communication, responding to queries, conducting regular surveys, documentation, and sharing information among the various stakeholders.
- Assisting in decision-making.
- Organizing meetings and ensuring follow-ups where required.
- Creating processes and tools for the effective collection and dissemination of data.
- Ensuring that processes are followed, and activities are completed on time.
- Analysing information and making presentations.
- Supporting other activities at the Office of Alumni and Corporate Relations, should the need arise.

Desirability:

- Preference for candidates who have worked in hospitality relations, Customer relations, Donor & Corporate relation roles in the development sector with excellent English language communication skills, both written and verbal.
- Strong time management, analytical and organization skills, a keen eye for detail and the ability to prioritise and manage multiple tasks simultaneously.
- The candidate should also have strong interpersonal skills.
- They should be passionate, creative and a self-starter, who can work with little to no Supervision.
- Polite demeanour and ability to handle donor and corporate relations with ease.
- Accounting knowledge is desirable.
- Delivery of reports on time.
- Persistent follow-up for the completion of work.
- Holds responsibility and takes ownership on assigned tasks.
- Working with team spirit and cohesiveness.
- Able to travel occasionally.
- If selected, must be able to join us within 45 days from the day of receiving the offer letter.
- Knowledge of additional languages is a plus.

General Instructions to the candidates

- 1) All the positions are on purely contract basis.
- 2) The completion of the period of contract will not confer any right for further extension, regularization, permanency at the Institute.
- 3) Candidates should apply online only in the website <https://icandsr.iitm.ac.in/recruitment/> - **(Please check the advertisement number Advt.19/2022 displayed and submit the application for the relevant position).**
- 4) Separate application has to be filled for each post.
- 5) The system will accept single application only with the registered login ID (email) for an advertisement, hence the candidate is requested to select the multiple positions (In case, he/she wishes to apply for more than one position) before the submission of application.
- 6) The application cannot be edited, reverted once it is submitted.
- 7) Candidates should not attempt to apply twice for the same post. If multiple applications are received from a candidate for the same post, his/her candidature will be liable to be rejected.
- 8) Candidates should follow the prescribed procedure for submission of online application.
- 9) Candidates are advised to fill their correct and active e-mail addresses in the online application as all correspondence will be made by the Institute through e-mail only.
- 10) The candidates applying for any post should ensure that they fulfil all the eligibility conditions for the post. Their admission to any stage of the selection process will be purely provisional subject to confirmation that they satisfy the prescribed eligibility conditions. Mere issue of registration certificate / call letter to the candidate will not imply that his/her candidature has been found eligible.
- 11) After successful online submission of application, a printout of the application form must be obtained and submitted when called for test. It will be required at the time of document verification/test/interview. Hard copy of the application is NOT to be sent to the Institute.
- 12) Candidates must be citizens of India. Persons who have migrated from Pakistan with the intention of permanently settling in India or subjects of Nepal are also eligible, but in their case a certificate of eligibility from the Government of India will be necessary for appointment. Such candidates should apply to the Government of India in the Ministry of Home Affairs for necessary certificate and furnish satisfactory proof of having so applied.
- 13) The prescribed qualifications are minimum and unless specified, they are required for consideration for the post, even if higher qualification has been acquired and the mere fact that a candidate possesses the same will not entitle him/her for being called for interview.
- 14) Relevant experience gained after the minimum qualifying degree will only be taken into consideration. Minimum requirements of qualifications and/or experience can be relaxed in respect of exceptionally outstanding candidates.
- 15) The experience required is relaxable at the discretion of the Institute in the case of candidates belonging to the Scheduled Caste / Scheduled Tribe, if at any stage of selection, the competent authority is of the opinion that

sufficient number of candidates from these communities possessing the requisite experience are not likely to be available to fill up the vacancy reserved for them.

- 16) The Institute reserves the right to restrict the number of candidates for written / skill test / interview to a reasonable limit based on qualifications, level, and relevance of experience higher than the minimum prescribed in the advertisement and other academic achievements. The Institute also reserves the right of rejecting any or all the applications without assigning any reasons, thereof.
- 17) Calling a candidate for test/interview merely indicates that it is felt that he/she with others may be suitable for the post and conveys no assurance whatsoever that he/she will be recommended or selected or his/her conditions specified in the application will be accepted.
- 18) Candidates will be short-listed for Test/Interview based on the information provided by them in their online applications. They must ensure that such information is true. If at any subsequent stage or at the time of Test/Interview any information given by them or any claim made by them in their online applications is found to be false, their candidature will be liable to be rejected.
- 19) The Institute shall verify the antecedents or documents submitted by a candidate at any time at the time of appointment or during the tenure of the service. In case, it is detected that the documents submitted by the candidates are fake or the candidate has clandestine antecedents/background and has suppressed the said information, then his services shall be liable to be terminated.
- 20) In case of any inadvertent mistake in the process of selection which may be detected at any stage even after the issue of appointment letter, the Institute reserves the right to modify/ withdraw/ cancel any communication made to the candidates.
- 21) Applicants who are working in **any one of the Project at IIT Madras**, must apply through proper channel otherwise they will be required to produce No-Objection Certificate at the time of document verification/Test/Interview. Candidates without NOC will not be permitted to appear for Test/Interview.
- 22) Candidates may send testimonials from persons intimately acquainted with their work and character. If the applicant is in employment, he/she should submit testimonials from the most recent employer or immediate superior as a referee.
- 23) The Institute has a right to decide the mode of screening and testing the applicant for short listing and selection.
- 24) The Institute solely reserves the right not to fill any advertised position without assigning any reason
- 25) Only shortlisted applicants will be contacted.
- 26) No correspondence whatsoever will be entertained from candidates regarding conduct and result of test/interview and reasons for not being called for interview. Canvassing in any form will be a disqualification.
- 27) The crucial date for determining the eligibility criteria for all candidates in every respect shall be the prescribed closing date for submission of online application.
- 28) The Institute strives to have a workforce which reflects gender balance and women candidates are encouraged to apply.
- 29) Any corrigendum/clarifications on this advertisement, if necessary, shall be uploaded on website and no separate communication will be sent for this purpose.

30) The last date for submission of online application is 04/03/2022.

- 31) If there is any issue to submit the application please send E-mail to : recruitment@imail.iitm.ac.in / icsrrecruitment@iitm.ac.in **Contact: 044- 2257 9796** on all working days from **9.00 AM to 05.30 PM (Monday to Friday – except National Holidays)**. (Please note, only technical issues will be accepted – No interim correspondence with reference to the selection process will be considered).
- 32) **Instructions to apply online:** -Eligible applicants would require to register and apply online through <https://icandsr.iitm.ac.in/recruitment/> and submit the application.

Sd/-

Senior Manager –HR
Centre for IC&SR
IIT Madras