



Role: National Relationship Manager	Reporting to: Chief Programme Officer
	Location: TBD Extensive Travel involved within city

Summary:
The National Relationship Manager will develop strategies to help the Relationship Associates at different cities. The goal is to increase enrolment of school leaders to participate in ISLI's Fellowship and also build and leverage key relationships with high-level stakeholders, school networks and other organisations, the National Relationship Manager should meet national business development targets year on year.



Job Responsibilities

National Recruitment Strategy

- Will be responsible for developing the national recruitment strategy of School Leaders in conjunction with the CPO, City Heads and Relationship Associates, for each new cycle of the ISLI Fellowship
- Support each city to make city wise projections in coordination with the City Head and Relationship Associates
- Make adjustments for targets based on city constraints and opportunities
- Help Relationship Associates identify organisations working with low-income private and government schools within cities
- Research ISLI's target audience and maintain an active and organized database of high potential applicants.
- Support Relationship Associates to identify neighbourhoods with high volumes of schools in ISLI's target demographic
- Strategise with the CPO, City Heads and Relationship Associates and help execute ISLI Showcases during recruitment season so that interested school leaders meet ISLI alumni and staff, participate in a training workshop and apply for the City Fellowship.
- Set up the tracker to record quantitative and qualitative recruitment data for decision making at the end of each recruitment cycle for every city. Ensure the Relationship Associates capture this data regularly during the course of recruitment so that insightful analysis can be completed at the end of recruitment and learnings can be taken forward in the following year
- Identify differentiating factors in the Recruitment process for each city and share learnings between the cities
- Oversee post-selection engagement with selected school leaders, until they officially begin the ISLI Fellowship.

Expansion

- Work with the CPO, City Heads and Finance team to plan the budgets for recruitment at the country level



- Attend programme events and support programme team with implementation where required
- Collate relevant data collected during school visits to central ISLI database, for analysis by Monitoring and Evaluation team.
- Conduct due diligence for expansion of ISLI's mission to other cities or within a city as guided by the CPO

Marketing Support

- Communicate regularly with the Marketing Head to understand how happenings in the country is shared effectively to promote the work ISLI does on the website, facebook, print and any other medium.
- Conduct interviews with specific school leaders and support Relationship Associates to do the same to gain input into ISLI's recruitment strategy
- Communicate regularly with the Marketing Head to understand how the happenings in the particular city can be shared effectively to promote the work ISLI does on the website, facebook, print and any other medium.
- Provide marketing with input from different cities to make bespoke marketing plans
- Ensure the brand value of ISLI is represented at all levels

Qualification & Experience

- Bachelor's or equivalent degree required
- Minimum 4 years of work experience, ideally in education sector, preferred
- Business Development and Sales experience.

Additional skills

- Excellent oral and written communication skills
- Ability to deal with varied people and situations
- Strong presentation skills
- Strong critical thinking and problem solving skills
- Strong analytical skills
- Excellent Microsoft Excel, Word and Powerpoint skills
- Comfortable with Google apps for business-Gmail, Google Drive, Google Calendar etc

Contact

- Interested candidates may email their resume and cover letter to Anoop Aravind or Nikita Nichani at hr@indiaschoolleaders.org with subject line - "Application for National Relationship Manager"