

BIRLA INSTITUTE OF MANAGEMENT TECHNOLOGY



BIMTECH
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AACSB
ACCREDITED

JOB DESCRIPTION OF MANAGER

FOR CENTRE FOR CORPORATE RELATIONS (CCR)

About BIMTECH	Birla Institute of Management Technology (BIMTECH) was set up in 1988 by the Birla Academy of Art and Culture, with support from the Birla Group of companies. It was founded by the late Basant Kumar Birla and Sarala Birla, who were key leaders of the B K Birla Group. Every year, BIMTECH brings together students from almost all parts of India, along with some from other countries. It is a place where students learn about international business too. The mix of cultures, backgrounds, and experiences makes BIMTECH a lively and enriching place to study management.
Industry	Higher Education
Post/ Job Title	Manager- Centre for Corporate Relations
Job Type	Regular Full Time
Reporting to	Chairperson - CCR
Job Location	Greater Noida & Mumbai, India
No. of Position	2 (Two)
Salary	Salary: No bar for deserving candidates (Fixed salary+ Variable salary linked to student placement outcomes)
Role	We are seeking dynamic and result-oriented Training & Placement professionals to lead corporate engagement initiatives and enhance career outcomes for students across various PGDM programs. The role requires building strong industry linkages, driving placements, and representing BIMTECH across corporate and professional platforms. (The one who will be stationed at Mumbai will also handle the Southern Region).
The role comes with the following Responsibilities	<ul style="list-style-type: none"> • Build, strengthen, and sustain long-term corporate relationships to facilitate: <ul style="list-style-type: none"> ○ Summer Internships ○ Live Projects ○ Final Placements • Act as a strategic liaison between the institute and industry to align student competencies with evolving market requirements. • Facilitate strategic partnerships for: <ul style="list-style-type: none"> ▪ MoUs ▪ Industry interactions ▪ Skill development workshops ▪ Finishing school programs • Develop and implement a holistic training and placement strategy aligned with organizational goals. • Lead, mentor, and manage the training and placement team. • Travel extensively across India to with a specific focus on developing and strengthening industry collaborations in the West and South India job markets. • Develop and manage relationships with local companies, HR leaders, and recruitment teams in Mumbai and surrounding regions. • Understand corporate hiring needs, review job descriptions, and design effective placement strategies. • Negotiate terms and secure firm recruitment commitments from corporate partners. • Maintain accurate placement records, generate reports, and track key performance indicators (KPIs). • Identify new placement opportunities and contribute to the growth of corporate relations. • Represent BIMTECH at education fairs, webinars, conclaves, and other promotional or outreach events.
Essential Eligibility Conditions	<ul style="list-style-type: none"> • Bachelor's Degree in any discipline from a reputed institution. <i>(MBA or equivalent postgraduate qualification preferred)</i> • Minimum 8–10 years of relevant experience in: <ul style="list-style-type: none"> ▪ Training & Placement ▪ Corporate Relations ▪ Campus Hiring (Preferably in higher education or management institutes) • Proven track record of successful student placements, particularly for PGDM programs such as: • Strong interpersonal, communication, and stakeholder management skills.
What We Offer	<ul style="list-style-type: none"> • Competitive compensation with performance-linked incentives. • Opportunities to engage with leading corporate organizations and industry leaders nationwide. • A dynamic and collaborative work environment at one of India's premier business schools
How to apply:	Kindly fill the application form using below mentioned google link and upload the latest resume. G Form-https://forms.gle/qAhbobsxbaTyhHPa8
Last Date of application	25-01-2026