Division of Flexible Learning (DFL), IIIT Hyderabad

Invites Applications for the Position of

Full-Time Strategy & Business Development Manager

The International Institute of Information Technology Hyderabad established in 1998 is one of India’s leading educational institutions for undergraduate and postgraduate education and research in Information Technology and allied areas. The recently created Division of Flexible Learning (DFL) at IIIT Hyderabad aims to extend the institute’s expertise and legacy of quality education to learners worldwide through innovative online and other programmes.

Job Summary:

The Strategy and Business Development Manager within the Division of Flexible Learning is responsible for developing business strategies for the division, leveraging market insights to drive growth and optimize operations. This involves launching new programmes based on demand and making suitable changes to existing programmes to optimize overall success. Ideally, the specialist will combine technical expertise in computer science with strategic business insight to spearhead innovative initiatives.

Reporting Relationship: Associate Dean, Division of Flexible Learning, IIIT Hyderabad

Key Responsibilities:

- **Strategy Development**: Lead strategic initiatives to propel growth and innovation within the Division of Flexible Learning.
- **Market Analysis**: Identify current trends and expansion opportunities in online education.
- **Business Plan Development**: Create comprehensive business plans integrating strategic objectives and market analysis and oversee business development.
- **Financial Analysis**: Develop financial models to evaluate initiative feasibility and provide data-driven recommendations.
- **Cross-functional collaboration**: Collaborate with internal teams to ensure strategic alignment and foster innovation.
Key Competencies:

- MBA or equivalent advanced degree in a related field with a Bachelor’s in computer science or any other engineering discipline.
- Experience in strategic planning or business development, preferably in the education or technology sector.
- Strong analytical, communication, and collaboration skills.
- Experience in financial analysis and performance metrics.

Working Environment:

The Strategy and Business Development Manager will primarily work in an office environment but may be required to attend online meetings, conferences, and events. Some travel may be required for stakeholder meetings, conferences, or professional development activities.

Employment Type: Full-time

Location: IIIT Hyderabad, Gachibowli

Appointment Duration: 3 years, renewable

Pay: The compensation is designed to reward the best talent and will not be a limiting factor for the right person.

Applications will be processed as and when they are received. Please mail your resume at recruitment@iiit.ac.in