



Position Specification

IIT Bombay
CEO – Educational outreach

Our Client – IIT Bombay

Established in 1958, the second of its kind, Indian Institute of Technology, Bombay (IIT Bombay) was the first to be set up with foreign assistance. In 1961 Parliament decreed the IITs as 'Institutes of National Importance'. Since then, IITB has grown from strength to strength to emerge as one of the top technical universities in the world. IITB is an "Institute of Eminence" as recognised by the Govt. of India. Also it is the top ranked university/institute from India as per QS2023.

The institute is recognised worldwide as a leader in the field of technology, engineering education and research. Reputed for the outstanding calibre of students graduating from its undergraduate and postgraduate programmes, the institute attracts the best students (student strength is ~14,000 today) from the country for its Bachelor's (make up 40% of the students), Master's and Doctoral programmes (make up 60% of the students). Research and academic programmes at IIT Bombay are driven by an outstanding faculty, many of whom are reputed for their research contributions internationally.

IIT Bombay also builds links with peer universities and institutes, both at the national and the international levels, to enhance research and enrich its educational programmes. The alumni have distinguished themselves through their achievements in and contributions to industry, academics, research, business, government and social domains. The institute continues to work closely with the alumni to enhance its activities through interactions in academic and research programmes as well as to mobilise financial support.

Over the years, the institute has created a niche for its innovative short-term courses through continuing education and distance education programmes. Members of the faculty of the institute have won many prestigious awards and recognitions, including the Shanti Swaroop Bhatnagar and Padma awards.

Located in Powai, one of the northern suburbs of Mumbai, the residents of the institute reap the advantage of being in the busy financial capital of India, while at the same time enjoying the serenity of a 530 acres campus known for its natural beauty. The campus is made up of 15 Departments, 18 Centres of Excellence, 2 Schools and 4 Interdisciplinary Programs. A fully residential institute, all its students are accommodated in its 15 hostels with in-house dining; the campus also provides amenities for sports and other recreational facilities.

For more information, kindly visit [Indian Institute of Technology Bombay | IIT Bombay](https://www.iitb.ac.in/)

The Role

IIT Bombay is now seeking to recruit a Chief Executive for Educational Outreach. With the goal of building this to a 500-600 crores revenue business, the Chief Executive will bring strong product thinking stripes through which s/he will create new programs (certificate and degree) meeting the untapped market opportunity in skilling. A leader who will be able to drive strong partnerships with faculty (in devising new programs) and platform providers (technology partners) to prospective learners. Since this involves the unique combination of business scale up experience with patience / collaboration as a strong suite, the underpinning attribute would be a "self-starter" who is passionate about creating an impact through education.

Job description & responsibilities of the position: The CEO of Educational Outreach will be responsible for:

- Successfully drive the formulation of the business plan for the Educational Outreach vertical. This would involve product thinking to create new offerings for upskilling learners in areas that are untapped today.

Position Specification

Ref: CEO – Educational Outreach
IIT Bombay

- S/he will have a pulse on market opportunities in upskilling, and a sense of learner needs, that would direct the creation of content
- Drive collaboration across the entire stakeholder architecture – this includes faculty (to create content/new programs), technology platforms (for delivering content) etc.
- Develop and deliver on the short term, medium term and long term business goals – aiming at a run rate of 500-600 crores of revenue through the Educational Outreach vertical
- With stakeholders, develop and implement strategic plans for enrolment, marketing, community outreach, communications, and public relations initiatives
- Drive the growth and scale up through an innovative and creative approach, tapping into the various assets of IIT Bombay
- Build the Educational Outreach organisation and setup the right team under him/her

Educational Qualification: UG and PG degree in any field.

Experience:

- Demonstrated experience in developing new products/content in untapped areas of opportunity
- Demonstrated experience in driving a business growth/scale up through spotting opportunities
- Experience of working through a complex stakeholder set external to the organization – this could entail, partners, regulators, and/or enablers/influencers
- Experience in the broader education ecosystem – either with existing Institutes of repute, or University linked learning platforms

Personal attributes:

- A self-starter who would be able to establish a new vertical from ground up
- A strong collaborator, who can use influence/relationship building skills to achieve outcomes
- Strong communication skills to be able to create an impact internally (with faculty) as well as externally (with partners)
- Grounded in his/her approach
- Patience

Attributes that would NOT be suitable:

- An individual contributor, and someone who does not collaborate
- Heroic in nature and driven by being in the spotlight
- Skewed towards either being more product thinking OR being more commercially oriented
- Someone who has not navigated a complex network to work around

Contact

Vinita Katara Russell Reynolds Associates Mobile: +91 98195 90017 vinita.katara@russellreynolds.com	Anant Kasibhatla Russell Reynolds Associates Mobile: +91 97025 78482 Anant.kasibhatla@russellreynolds.com	Vijuraj Eranazhath Russell Reynolds Associates Mobile: +91 98339 32261 vijuraj.eranazhath@russellreynolds.com
--	---	---