



Requires

Associate Vice President – Executive Education Programme

The Indian Institute of Management Ahmedabad (IIMA) is one of the premier management schools in India. IIMA's Executive Education Programmes are the most expansive management programmes in India, with a portfolio of over 200 programmes. Customized programs are curated in consultation with organizations, whereas open enrolment programmes are based on a particular theme/sector. IIMA offers multiple comprehensive programmes that are tailored to suit the needs and help emphasise the personal and professional growth. These programs are offered at the IIMA campus, through online mode, at our Dubai Campus and at client locations across the world.

IIMA invites applications for the position of Associate Vice President – Executive Education Programme from candidates with demonstrated excellence in managing L&D activities with organisations worldwide. The role entails working closely with IIMA faculty to facilitate the design and delivery of open enrolment and customised programmes for different sectors and themes.

The person will lead IIMA's engagement with corporate L&D/HR teams that seek professional development of their people as well as directly with working professionals seeking management education and career advancement. The person is expected to build and nurture relationships with clients in different sectors by understanding their learning requirements and address them as far as possible.

The candidate will also be responsible for developing alliances with other global business schools. for designing co-branded programs.

Job Description

The key responsibilities of the person will include:

- Lead the executive education team for creating an extraordinary experience for executive education clients. Drive improvements in standard operating procedures towards this objective and guide the marketing and delivery teams across Executive Education programs.
- Engage CXOs/CHRO/L&D heads in conversations on enhancing their organizations' capabilities through learning interventions. Build and nurture a long-term relationship with clients and other knowledge partners.
- Assess the learning needs of various sectors and facilitate a two-way exchange of information between IIMA and various stakeholders in different sectors about their needs and ability of IIMA programs to address them.
- Target appropriate audiences through various channels and methods including networking events, roadshows, digital, and social media promotions, etc.
- Work with IIMA faculty members to design and develop innovative programmes.
- Develop and execute a long-term annual plan for both open enrolment and customised education programmes, covering annual planning, revenues, expenses, manpower requirements and infrastructure requirements including procurement plan for technology, facilities and programme materials.

- Develop and monitor key performance indicators of the EE team and improve actual performance to achieve these KPIs.
- Coordinate with IIMA's Dubai Campus to facilitate joint delivery of programmes.

Qualification, Experience & Skill Requirements:

- MBA or equivalent degree from a reputed institute with at least 15 years' experience of which at least five years should have been in a senior position.
- Experience at senior level involving designing, developing, and marketing of executive education programs, L&D activities **or** in related professional services.
- Must be capable of strategic thinking with excellent execution skills. The role involves relationship marketing, digital marketing, process improvement in planning and execution, program administration, people development, consultative stakeholder engagement, and knowledge of adult learning practices. Keen interest and an excellent track record in these areas is critical to success in this role.
- Knowledge of L&D requirements of various industries including a good understanding of key management topics and disciplines (e.g., strategy, leadership, finance, accounting, marketing, OB/HRM, operations/logistics, digital, ethics, and corporate social responsibility) is desirable.
- Experience with integrated marketing techniques and tools and in applying innovative promotional vehicles to engage media and untapped markets is desirable.
- High energy, enthusiasm and creativity are desirable along with outstanding abilities to:
 - lead teams
 - interface with faculty,
 - develop and sustain close relationships with senior executives and decision-makers and work with them in a mutually beneficial manner.
- Experience with asynchronous programmes, **in addition to** details mentioned above will be an asset.

Reporting to: The selected person will report to the Chairperson – Executive Education.

Age: Maximum 55 years (No Age relaxation to SC/ST/OBC/PWD/Women/Ex-Servicemen for this particular position)

Salary & Allowances:

Selected candidate will be offered an appointment on a Tenure Based Scaled Contract for a fixed term of three years, which may be extended for a further period as required. Based on the experience and qualification, the selected candidate will be placed in Pay Level 13 under the pay matrix of 7th Central Pay Commission. Besides the salary as per the 7th CPC, the Institute offers other benefits which are at par with the permanent employees.

Candidates who are otherwise suitable but assessed to be slightly below the prescribed standard may be considered for appointment to the post of General Manager in Pay Level 12. The Institute's decision in offering the pay level will be final.

Candidates who have previously applied for the same post against the earlier advertisement are not required to apply again.

Interested candidates are advised to APPLY ONLINE ONLY latest by September 08, 2026.

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