

Business Development Executive @ EmpowerU (IIT Kanpur)

About Us

Promorph Solutions Pvt. Ltd. is an Education-Centric company founded and mentored by a team of data scientists and professors from IIT Kanpur. We build game-changing applications which create large-scale impact. Our solution EmpowerU improves the Quality of Education and Governance leveraging Information and Communications Technology (ICT) & Data Intelligence. We are based out at SIDBI Innovation & Incubation Centre (SIIC), IIT Kanpur.

- The Idea was Awarded For "Innovative Idea for use of Technology and Innovation in Promoting Good Governance" an Initiative by MHRD organized at IIT Kanpur.
- We are **Backed & Funded by Innovative Ventures and Technologies for Development (INVENT) program** of VILLGRO Innovation Foundation initiated by Technology Development Board (TDB), **Government of India (GOI)**, in partnership with **Department for International Development (DFID), UK**.
- We are also supported by **Social Alpha (A body of Tata Trusts) and Civic Tech program 2018 by Village Capital & Omidyar Network**

About The Job

Role Outline/Job Summary

Key responsibility involves very challenging and great learning opportunity of meeting & presenting our solution EmpowerU to District Magistrates/Deputy commissioners/Secretaries (IAS officers) by demonstrating the transformational impact it creates towards improving the Quality of Government Schools.

Job Description

We are looking for **Head - Business Development** who are enthusiastic towards bringing difference in lives of people by empowering the governance through Technology, Analytics & Consulting. If you have following qualities then Promorph is the right place for you

- Looking for challenging opportunities and have the desire to contribute towards social impact.
- Possess strong communication & presentation skills to present the solution to District Magistrates/Deputy Commissioners/Secretaries
- Enjoy being part of marketing strategy team
- Take ownership and possess sound decision making capability
- Inclined towards social entrepreneurship

Your Roles & Responsibilities

- Organise meeting with District Magistrates/Deputy Commissioners/Secretaries of different cities & states
- Interact and present the transformation impact which our solution creates
- Travel extensively across different cities & states
- Build strategies for marketing/digital marketing and business development
- Establish partnership with Social Foundations/Trusts to spread our reach
- Represent organisation at various events
- Raise Impact & CSR funds

Experience

- 2-3 years of relevant experience of working with development sector or government
- Exposure to IT & Data Analytics based solutions.

Education Qualification

- B.E/B.Tech/MBA/other relevant programs

Perks

- Work with team from IIT Kanpur
- High career growth

How to Apply

Interested candidates can send us their resume at hr@empoweru.in.