

**Department:** Ramaiah Global – Centre for Executive Education and Entrepreneurship

**Organization:** Ramaiah University of Applied Sciences

Particulars	Details
<b>Designation Required</b>	Business Development Manager – Corporate Engagement
<b>Qualifications &amp; Experience</b>	MBA (preferred). 8–10 years of experience in Corporate Relations, Corporate Training Sales, Executive Education, University-based Corporate Programmes, Training & Development Industry, or related domains.
<b>Role Responsibilities</b>	<ul style="list-style-type: none"> <li>• Develop and manage a strong network of corporate customers to identify learning and development requirements.</li> <li>• Create and maintain training calendars aligned with corporate training needs.</li> <li>• Build and expand client networks for corporate training programmes offered through online and at-campus delivery modes.</li> <li>• Establish and maintain relationships with HR departments, Learning &amp; Development teams, and senior leadership within organizations.</li> <li>• Promote executive education and professional development programmes to corporate and public sector organizations.</li> <li>• Participate in tender-related activities and support contract-based engagements with public sector institutions.</li> <li>• Coordinate with operations, evaluation, certification, and feedback teams to ensure effective programme delivery and client satisfaction.</li> <li>• Support outreach and enrolment initiatives for executive education programmes among corporate professionals.</li> </ul>
<b>Scale of Pay</b>	As per RUAS norms
<b>Email your CV and other relevant documents</b>	<a href="mailto:resumes@msruas.ac.in">resumes@msruas.ac.in</a>

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Particulars	Details
<b>Designation Required</b>	Business Development Manager – Open Professional Development Programmes
<b>Qualifications &amp; Experience</b>	MBA. 6–10 years of experience in EdTech, certificate programme sales, business development in higher education, executive education, professional training, or related domains.
<b>Role Responsibilities</b>	<ul style="list-style-type: none"> <li>• Drive enrolments for online, at-campus, and hybrid professional development programmes.</li> <li>• Generate and manage leads through digital marketing campaigns and other outreach initiatives.</li> <li>• Convert prospective learner enquiries into programme registrations through effective counselling and follow-up.</li> <li>• Promote programmes through social media, professional networks, industry associations, alumni networks, and referral channels.</li> <li>• Build partnerships with corporate organizations and professional bodies for programme participation.</li> <li>• Organize and support webinars, information sessions, and promotional events.</li> <li>• Develop and maintain alumni engagement initiatives to support programme advocacy and referrals.</li> <li>• Support enrolment growth for online live, online asynchronous, and professional development programmes.</li> </ul>
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Particulars	Details
<b>Designation Required</b>	Counsellor – Management Development Programmes (MDP)
<b>Qualifications &amp; Experience</b>	BBA / MBA with 2–3 years of experience in counselling, training programme sales, corporate engagement, lead conversion, executive education, professional training, or related fields.
<b>Role Responsibilities</b>	<ul style="list-style-type: none"> <li>• Convert programme enquiries into confirmed registrations through effective follow-up and counselling.</li> <li>• Provide programme and career guidance to executives, managers, and working professionals.</li> <li>• Promote Management Development Programmes and professional development offerings.</li> <li>• Support enrolment initiatives and participant engagement activities.</li> <li>• Coordinate with corporate organizations, HR teams, and stakeholders to promote executive learning programmes.</li> <li>• Maintain records of enquiries, registrations, counselling interactions, and programme participation.</li> <li>• Coordinate with marketing, operations, and programme teams to ensure smooth learner onboarding and support.</li> </ul>
<b>Scale of Pay</b>	As per RUAS norms
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Particulars	Details
<b>Designation Required</b>	Counsellor – Online Programmes & Micro-Credentials
<b>Qualifications &amp; Experience</b>	BBA / MBA with 2–3 years of experience in EdTech, tele-sales, executive education, open programme sales, B2C counselling, or related domains.
<b>Role Responsibilities</b>	<ul style="list-style-type: none"> <li>• Handle online and tele-counselling enquiries from prospective learners.</li> <li>• Convert leads into programme registrations through consultative counselling and follow-up.</li> <li>• Understand learner requirements and recommend suitable online programmes and micro-credentials.</li> <li>• Support enrolment activities for professional development programmes and executive education offerings.</li> <li>• Maintain records of enquiries, counselling outcomes, registrations, and learner interactions.</li> <li>• Coordinate with marketing and programme teams to support admissions and promotional initiatives.</li> <li>• Support learner engagement and programme participation activities.</li> </ul>
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