JOB DESCRIPTION

Assistant Manager / Manager – Solutions, Partnerships & Projects

Company	SIMACES Learning LLP	**Experience**	2–8 years
Location	Pune	**Compensation**	As per industry standards; not a constraint for the right candidate

About SIMACES Learning

SIMACES Learning LLP is a skill development and education organisation within the AP Globale Group, working at the intersection of skilling, education, livelihoods, entrepreneurship and social impact. SIMACES works with governments, businesses, foundations, investors and ecosystem stakeholders to design and implement scalable learning and skill-development solutions.

AP Globale is a diversified group with businesses across skilling & education, impact funding, media, advisory & consulting and community transformation. The wider ecosystem also includes Sakal Media Group, one of AP Globale's flagship businesses, with capabilities across media, digital, events and public engagement.

About the Role

SIMACES Learning is looking for an **Assistant Manager / Manager – Solutions, Partnerships & Projects** who can work across the business development, solution design, proposal development, stakeholder management and programme implementation lifecycle. The ideal candidate comes with a consulting + implementation background and understands the Indian skilling and education ecosystem, including government programmes, skill missions, Sector Skill Councils, CSR initiatives, foundations, corporates, training providers and other ecosystem stakeholders.

Key Responsibilities

- **Opportunity Identification & Business Development:** Identify and track opportunities in skill development, education, livelihoods, entrepreneurship, CSR and workforce development; research government, private-sector, CSR and foundation opportunities including RFPs, tenders, EoIs and partnerships.
- **Solution Design & Proposal Development:** Translate client requirements into practical, scalable and commercially viable solutions; develop concept notes, technical proposals, presentations, project plans, budgets and implementation frameworks; prepare responses to private-sector tenders, CSR/ESG opportunities, government RFPs and EoIs.
- **Stakeholder Management:** Build and manage relationships with government departments, State Skill Missions, corporates, CSR teams, foundations, Sector Skill Councils, industry bodies, academic institutions and implementation partners; participate in client meetings, presentations and consultations.
- **Project Implementation & Programme Management:** Support transition of won projects from proposal stage to implementation; monitor milestones, deliverables and timelines; coordinate with operations, training, M&E, finance and other teams; support resolution of implementation challenges and prepare client updates and reports.
- **Ecosystem & Sector Intelligence:** Track developments in the Indian skilling, education, employment, CSR and livelihoods ecosystem; monitor government schemes, policy developments, funding programmes, emerging job roles and industry skill requirements; develop sector and state-level intelligence to inform new opportunities.

Candidate Profile

- 2–8 years of relevant experience in skill development, education, livelihoods, CSR, foundations, social impact consulting or allied sectors.
- Experience of working in the skill development and/or education ecosystem is mandatory.
- Experience of working with CSR teams, foundations, corporates and/or government stakeholders.
- Demonstrated experience in solution design, proposal development and/or tender/RFP responses.
- Experience in stakeholder management and/or implementation of skill development or education projects.
- Good understanding of the Indian skilling ecosystem, including government and private-sector players.
- Strong written and verbal communication, presentation, analytical and problem-solving skills.
- Ability to independently research, structure information and convert it into a compelling solution proposition.
- Strong proficiency in PowerPoint and MS Excel.

Desirable Experience

- Exposure of working with NSDC, State Skill Development Missions, Sector Skill Councils, government departments or government-funded programmes.
- Experience of working with CSRs, foundations or philanthropic funding.
- Experience responding to private-sector tenders, RFPs, EoIs.
- Exposure to international skilling, entrepreneurship, livelihoods, future skills, digital learning or workforce development.
- Experience in consulting, business solutions, programme design or implementation; relevant ecosystem relationships are an advantage.

What We Are Looking For

- Problem solver: understands client challenges and develops structured solutions.
- Strong communicator: comfortable presenting ideas to senior stakeholders.
- Commercially aware: understands the business and funding dimensions of an opportunity.
- Execution oriented: stays involved beyond proposal development and supports implementation.
- Entrepreneurial: takes ownership of opportunities and works effectively across functions.

Why Join SIMACES?

This role offers the opportunity to work at the intersection of business, government, education and social impact, while being part of the broader AP Globale ecosystem and its Skilling & Education portfolio. The candidate will gain exposure to large-scale skill development programmes, CSR partnerships, government engagements, solution design, tenders, strategic partnerships and emerging opportunities in the future of work and education.

Compensation: As per industry standards; compensation will not be a constraint for the right candidate.

Application

Interested candidates may share their CV along with a brief note highlighting relevant experience in skill development/education, CSR/foundations, proposal development and project implementation at <LMS link and my email id>