

Job Description

I. Key Specifications

Position -	Manager – NCare	Unit – TMI Network
Reports to -	Branch Head	Department – NCare (Non-IT Careers)
Reportees -	Team Leaders / Consultants / Sr. Consultants	Location – Mumbai

II. What you are expected to do

You are expected to “Make Things Happen”. Working closely with Clients and Internal Stakeholders, managing cross functional teams and making your team succeed alongside are just some of the expectations we have from you. Apart from the business target set for the team you work with, you would also have a personal target to achieve.

Synergising the efforts of your team and leading by example with a friendly yet decisive approach are just the prerequisites for this role. Your responsibilities include:

- Motivating and leading your team to excel
- Being result oriented through self and team efforts
- Managing the organisational growth path of your team through mentoring, training and knowledge transfer
- Influence the decision making process within the organisation and with stakeholders outside of it
- Manage business development
- Manage P&L responsibilities for your team

III. What you are expected to be at ease with

Good communication and interpersonal skills are territorial responsibilities. We would not want to sound clichéd repeating the usual. But yes, we would want you to be adept and at ease with:

- Time and Client Management
- Interactions with CXOs and decision makers

In the Talent Acquisition space that TMI is in, you would not just be the face of our organisation to our clients but would also be their trouble-shooter in times of need. Prepare yourself to build long-term sustainable relationships.

IV. What seems to work for us

Professional Education – Doesn’t matter which one. We want people who are willing learners as much as they are willing unlearners. A right and positive attitude is a must.

V. Where your peers are coming from

Candidates with over 6 years of relevant experience in Sales / Recruitment / Business Development / Marketing / Customer Service from varied industry spectrums.

On a Personal Note

We, as an organisation, are in a dynamic growth mode. We experiment, we innovate, and we take risks. In the process we not only help our clients succeed but we also breed entrepreneurs. While we look for people who are process oriented, we also expect them to think out-of-the-box and come up with new solutions to unseen or yet to notice problems. Be prepared to be a Change Manager and wherever possible, to be the catalyst of change.